

# DISTRIBUTION & WAREHOUSING

THE BUSINESS PAPER OF THE WAREHOUSE INDUSTRY

Vol. XXIII, No. 12

U. P. C. Building, 235 W. 39th St.  
New York, N. Y.

December, 1924

For local and long distance moving—for ease of handling in city traffic, or for speed and power on the highways—Federal trucks are unsurpassed.

Federal fleets are serving many of the largest truck operators in the world. Federal units are cutting costs and making money for their owners in all lines of business where truck economy, efficiency and durability are regarded as essential to success.

**FEDERAL MOTOR TRUCK CO.**  
Detroit, Michigan



WM. J. HOGAN  
*President and Treas.*

HARRY A. GROFF  
*Auditor*

W. L. HOLZBAUR  
*Consulting Refrigerating Engineer*

NORMAN METZGER  
*Vice Pres. and Secretary*

A. B. EFROYMSON  
*Vice Pres. in Charge of Operation*

JOHN S. GANO  
*Gen. Supt. Terminal Properties*

F. L. SULLIVAN  
*Manager Traffic Department*



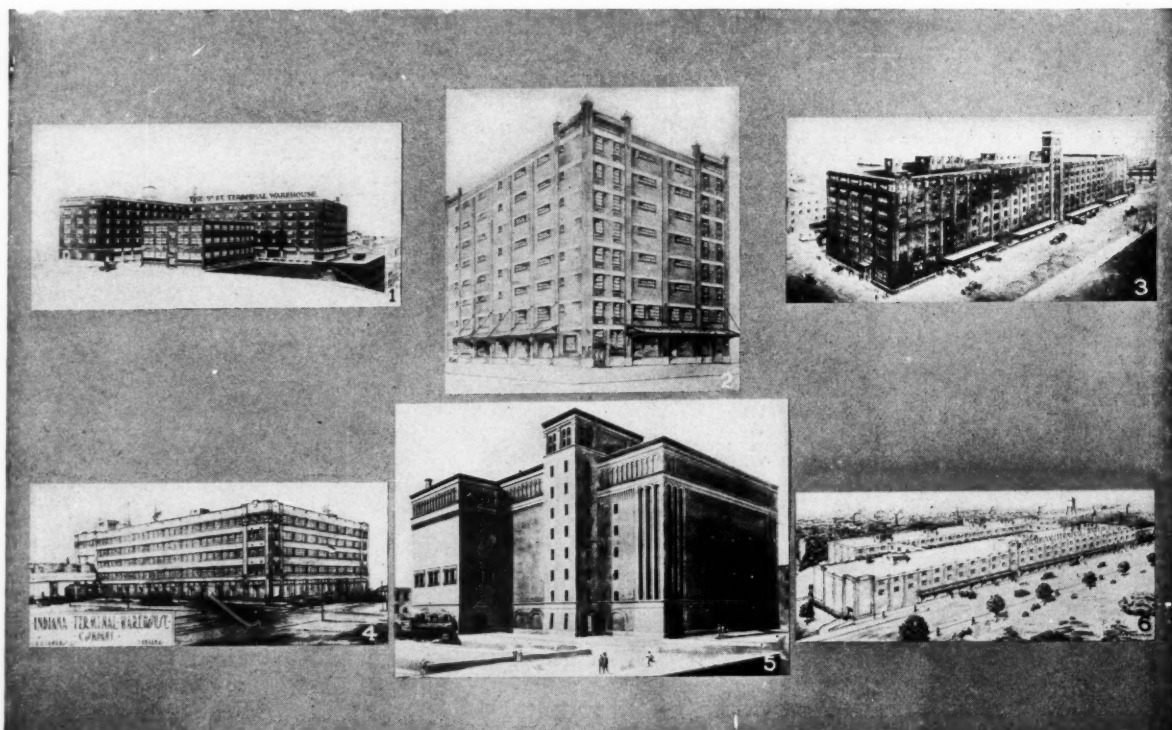
# National Terminals Corporation

## Executive Offices, Indianapolis.

### Operating the following Terminals

- No. 1. THE NINTH STREET TERMINAL WAREHOUSE COMPANY
- No. 2. THE UNION STORAGE COMPANY OF ERIE
- No. 3. THE CINCINNATI TERMINAL WAREHOUSE COMPANY
- No. 4. INDIANA TERMINAL WAREHOUSE COMPANY
- No. 5. INDIANA REFRIGERATING COMPANY
- No. 6. MICHIGAN TERMINAL WAREHOUSE COMPANY

Cleveland, Ohio  
Erie, Penna.  
Cincinnati, Ohio  
Indianapolis, Ind.  
Indianapolis, Ind.  
Detroit, Mich.



**General Storage**

**Cold Storage**

**Distribution**

**Forwarding**

*Associated with Distribution Service, Inc.*





## GOOD - WILL

Every time you use the Trans Continental plan to consolidate your customers' l.c.l. shipments, you increase one of your most valuable assets—*good will*.

For, in addition to bringing you packing and handling at a profit—and protecting you against loss—this service delivers your customers' goods in less time, for less money and in perfect condition.

*A letter to our nearest office will bring you the facts about this efficient service.*

### TRANS-CONTINENTAL FREIGHT COMPANY

General Offices: 203 South Dearborn St., Chicago    Eastern Offices: Woolworth Building, N. Y. City

*Branches:*

Boston.....Old South Bldg.  
Buffalo.....Ellicott Square  
Philadelphia.....Drexel Bldg.  
Cincinnati.....Union Trust Bldg.  
Cleveland.....Hippodrome Bldg.  
Denver.....1700 Fifteenth St.

*Consolidators of machinery,  
merchandise, household  
goods, automobiles, etc., for  
domestic and foreign ship-  
ment.*

*Branches:*

Los Angeles.....Van Nuys Bldg.  
San Francisco.....Monadnock Bldg.  
Salt Lake City....136 South 4th West St.  
Seattle.....L. C. Smith Bldg.  
Portland, Ore.....13th and Kearney Sts.

# Would You Give Your Wife A Warford?

**Y**OU'D never think of giving your wife a Warford Auxiliary Transmission for a Christmas present. There are a thousand and one other things that might please her more—things you may or may not be able to give.

Nevertheless, Warford is making a merry Christmas merrier for those who have cut their hauling costs in two. For Warford Transmissions are buying thousands of Yuletide gifts for the wives and families of owners of Warford equipped Ford Trucks.

Now, at the end of the year, look up your transportation costs. Figure how much Warford could save you in providing a 2-ton Ford truck that operates at Ford 1-ton cost, that replaces units costing three times as much. Then call up your Ford dealer and buy your wife a Warford—not for this Christmas, but for next.

*If the Ford dealer hasn't Warford, write to the nearest distributor.*

## List of Distributors

Atlanta-Houdaille Co. - Atlanta, Ga.  
Dealers' Warford Co., - Memphis, Tenn.  
George Dietrich - Spokane, Wash.  
Dine-DeWees Co. - Canton, Ohio  
Dyke Motor Supply Co., - Pittsburgh, Pa.  
Foster-Warford Co. - Auburn, N. Y.  
Hall-Warford Co. - Charlotte, N. C.  
Hammel-Gerke Company, - Los Angeles, Cal.  
Houdaille-Polk Co. - Dallas, Texas  
E. W. Jay - Vancouver, B. C.  
Kenney Equipment Company - Indianapolis, Ind.  
H. N. Knight Supply Co. - Oklahoma City, Okla.

McGee-White Corporation - Minneapolis, Minn.  
Massachusetts Warford Co. - Haverhill, Mass.  
Motive Parts Corp. - New York City  
Motor Specialties Co., - Denver, Colo.  
Price Auto Service Co., - Wichita, Kan.  
Sieg Company - Davenport, Iowa  
Sieg-Warford Co. - Chicago, Ill.  
Transmission Sales Co. - Stockbridge, Mich.  
Wade and Dunton Motors Inc. - Lewiston, Me.

Warford Corp. of Canada, Ltd., - Windsor, Ont.  
Warford Corp. of Canada, Ltd., - Toronto, Ont.  
Warford-Eastern Co., - Philadelphia, Pa.  
Warford Equipment Co., - Seattle, Wash.  
Warford-Pacific Co., - San Francisco, Cal.  
Warford-Sales Co. of S. Carolina - Columbia, S. C.  
Warford-Western Co., - Kansas City, Mo.  
Wholesale Auto Supply House - Tampa, Fla.  
Woodward Sales Co. - Portland, Ore.

# Warford

AUXILIARY TRANSMISSION

The Warford Corporation, 44 Whitehall Street, New York City

*Neither The Warford Corporation nor its manufacturers has any connection whatsoever with any company manufacturing motor cars.*

# DISTRIBUTION & WAREHOUSING

FORMERLY  
TRANSFER & STORAGE  
PUBLISHED MONTHLY

Julian Chase, Directing Editor      Kent B. Stiles, Editor

**Business Department:**  
Andrew K. Murray, Business Manager

**CHICAGO OFFICE**  
R. J. Kelly, 5 South Wabash Ave. Phone Central 7045

**NEW YORK OFFICE**  
P. J. O'Connor. Phone, PENnsylvania 0080

PUBLISHED ON THE FIRST OF EACH MONTH BY  
THE CLASS JOURNAL CO.

U. P. C. Building, 239 West 39th Street, New York City  
C. A. Musselman, President and General Manager

J. S. Hildreth, Director of Sales  
E. M. Corey, Treasurer      W. I. Ralph, Vice-President  
Harry Tipper, Secretary

Owned by United Publishers Corporation, 239 West 39th St., New York; CHARLES G. PHILLIPS, President; A. C. PEARSON, Vice-President; FRITZ J. FRANK, Treasurer; H. J. REDFIELD, Secretary.

Copyright 1924, by the Class Journal Co.

Subscription Rates	
United States .....	\$2.00 per year
Canada .....	2.50 per year
Foreign Countries .....	3.00 per year
Single Copies, 20c. each; except January Issue, \$1.00	

Vol. 23      CONTENTS—DECEMBER, 1924      No. 12

## ARTICLES

The Merchandise Warehouse's Place in Present-Day Distribution. By A. Lane Cricher .....	8
National Association Organizes Inter-City Removals Bureau .....	13
Making Storage Advertisements Appeal to Women. By Virginia Caldwell .....	16
A Body Building Department Pays When Large Fleet Is Operated .....	18
Taking Care of the Motor Truck During the Winter Months. By Philip L. Sniffin .....	22

## DEPARTMENTS

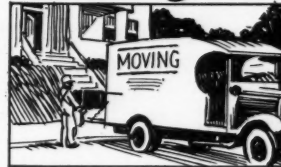
From the Legal Viewpoint. By George F. Kaiser..	20
"Two Bits." (Vol. V; No. 6).....	25
What's What in New Buildings (LXXIX and LXXX)....	26
Editorial Comment .....	28
With the Associations.....	30
New Buildings, Incorporations, Etc.....	44
Convention Calendar .....	47

## NEWS

Norfolk Corp. Adds to Port's Warehouse Facilities.....	24
Distribution the Biggest Problem, Babson Says.....	38
A. B. Swetland Buys Furniture Magazine.....	38
Warehousemen Guests of Railway Officials.....	40
Canadians to Convene in Vancouver Jan. 15.....	40
Tooker Co. Buys Two Currier-Lee Warehouses.....	40
Thirteen Houses Contract With Montul Service.....	42

Broadcaster .....	115
Index to General Advertisers.....	116
Index to Shippers Index Advertisers.....	117-118-119

# Add "Shipping" to your "Moving & Storage" Business



## To Increase Your Profits

The continuous movement of families from one place to another provides a great volume of business for the local warehouseman if gone after rightly.

Display the word "SHIPPING" on your vans and printed matter. Put up signs "Household Goods Prepared for Shipment and delivered in any city."

Get the inquiries, then tell your customer that Judson Freight Forwarding Service handles l.c.l. shipments at a big saving because of extensive consolidated car movements.

Automobiles and H.H. Goods for most U. S. points and all points abroad.

*All commodities for Export Everywhere.*

## JUDSON FREIGHT FORWARDING COMPANY

Chicago:  
446 Marquette Bldg.  
New York:  
44 Beaver Street.  
Pittsburgh:  
437 Oliver Bldg.  
Boston:  
640 Old South Bldg.

Philadelphia:  
922 Drexel Bldg.  
St. Louis: 1537 Boatman's  
Bank Bldg.  
Los Angeles:  
517 Central Bldg.  
San Francisco:  
64 Pine Street.





# INTERNATIONAL HARVESTER TRUCKS COMPANY

## Know the Truck You Buy!

**C**ERTAINLY you want to know the truck you buy and all about it. Know the construction of it from radiator to differential—know just how it's built, but above all, know by whom. Go over an International Truck and consider its design and every mechanical feature. Do that and make your own comparisons. And then consider its maker. For twenty years the Harvester Company has built good trucks—its reputation for sound manufacture goes back almost a hundred.

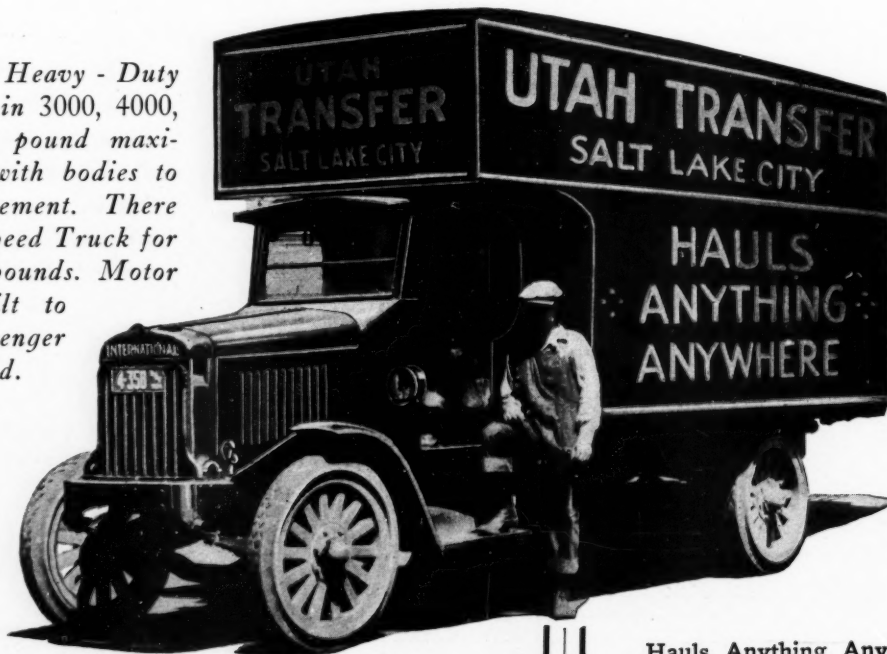
INTERNATIONAL  
HARVESTER COMPANY  
OF AMERICA  
(INCORPORATED)

606 So. Michigan Ave.,

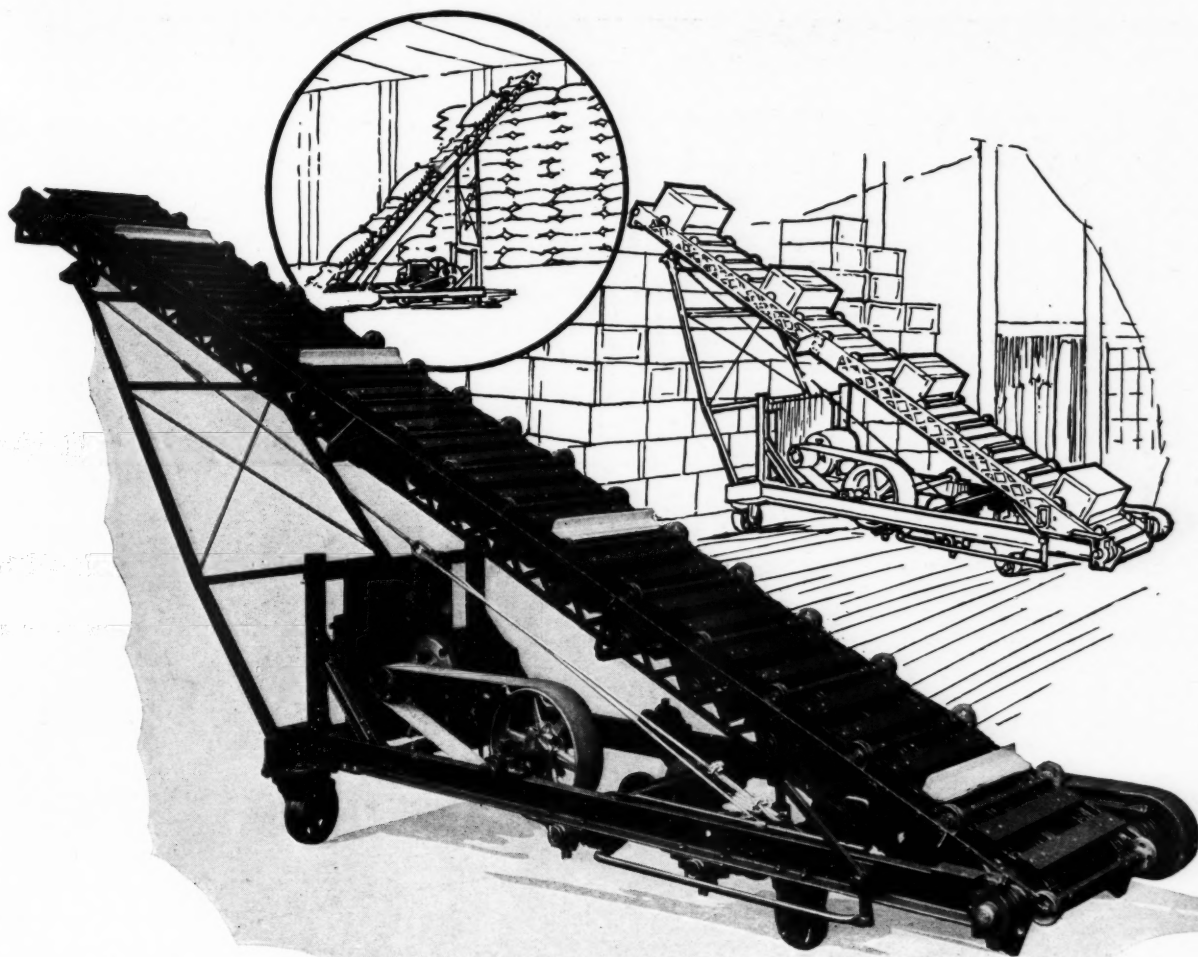
Chicago, Ill.

**T**HE nine Internationals of the Utah Transfer Company haul everything from heavy machinery to U. S. Mail. They work in the region of Salt Lake City where the going is not of the easiest.

*International Heavy - Duty Trucks are built in 3000, 4000, 6000 and 10,000 pound maximum capacities with bodies to meet every requirement. There is also a sturdy Speed Truck for loads up to 2000 pounds. Motor Coaches are built to meet every passenger transportation need.*



**Hauls Anything Any-  
where—and Does It at  
Lowest Cost!**



## Are Your Piling Methods Up-to-date?

**P**ILING goods by hand is now just as unwarranted as other expensive hand labor operations which modern methods have rendered obsolete. The Mathews Pile-Evator has made it so.

This tireless worker will help stack your bags, bales, or boxes at a cost so small that you can't even compare it to the labor it displaces. It is handy and convenient, easy to push around wherever the work requires. One man to lay the sacks or boxes on, another to take them off, and the Pile-Evator does the rest, the hard, laborious lifting and carrying. The work is speeded up and the cost reduced. Please write us for full information.

### Special Facts About the Pile-Evator

Heavy, sturdy steel-frame construction, but not clumsy—one man can move it around an ordinary floor.

Self-contained power unit—gasoline or electric power.

Furnished in four standard sizes; maximum piling height at 50° angle, 20' 6".

Maximum overall width of

base frame, 44". Maximum height with Pile-Evator lowered, 6' 4". Will pass through doors, under sprinkler pipes, drop lights, etc.

Different types of carrier are provided—open axle, low apron, and high apron, interchangeable at will—for handling cases, bales, sacks, etc.

### MATHEWS CONVEYER COMPANY

Formerly Mathews Gravity Carrier Company

116 Tenth Street

Ellwood City, Pa.

Canadian Factory: Port Hope, Ont.

Manufacturers of Mechanical Conveying Equipment in Various Standard Types; Gravity Roller and Wheel Conveyers; Automatic Elevators; Gravity Roller Spirals and Spiral Chutes; Roller Specialties, etc. Write for descriptive literature.

# Mathews PILE-EVATOR

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING



## Ford Trucking Costs Are Consistently Lower

More than half the trucks in America are Fords.

Low first cost is not alone responsible for this country wide preference. The record of Ford trucks for long, dependable, efficient, economical service is without parallel.

Powered by the famous model T motor, Ford Trucks offer every assurance of fast, safe service. They are easy to handle in traffic, around loading docks, in alleys and in other tight places. The two-speed planetary transmission, which is an exclusive Ford feature, greatly simplifies control and facilitates rapid speed changing when getting under way or when operating through heavy traffic. Ford Trucks are the most economical trucks for your

business. They have a definite earning power, giving dependable daily service with the minimum of time off for repairs.

There are more than 37,000 Ford Service Stations, one or more of which are available in every neighborhood of the nation. Prices and workmanship are standardized for economy, speediness and efficiency.

Your nearest authorized Ford dealer can furnish you facts and figures on the cost of operating Ford trucks in your business. He is also in position to help you select the body type best suited to your needs. Call on him for this service and a practical demonstration.

*Ford One-Ton Truck Chassis, \$370 f. o. b. Detroit*

# Ford

CARS · TRUCKS · TRACTORS



# DISTRIBUTION & WAREHOUSING

THE BUSINESS PAPER OF THE WAREHOUSE INDUSTRY

Volume 23

NEW YORK, DECEMBER, 1924

No. 12

## *Government to Issue An Analysis of Warehousing's Role in Distribution*

**A**S part of the policy of Secretary of Commerce Hoover in attacking waste in distribution the Domestic Commerce Division and the Transportation Division of the Department of Commerce have for some months been engaged jointly in investigating the economic advantages which the public merchandise warehouse offers in the American scheme of distribution.

A summary of these studies is nearly ready for publication and will appear shortly under the title "The Merchandise Warehouse in Distribution," prepared in cooperation by A. Heath Onthank, Chief of the Domestic Commerce Division, and A. Lane Cricher of the Transportation Division.

Beginning on page 8 of this December issue of *Distribution & Warehousing* is published an address which Mr. Cricher delivered recently before the Baltimore Traffic Club. This paper will give shippers and warehousemen an idea of what the Government is undertaking to do in promoting economy in distribution through more general utilization of the services which public storage executives have to offer to the manufacturing interests of the country.

The Baltimore address by Mr. Cricher is preliminary to the issuance of the longer document "The Merchandise Warehouse in Distribution" which is forthcoming. The latter text is expected to be the most comprehensive analysis ever prepared as a compilation of facts and statistics pointing out the rôle, actual and potential, of the public storage industry as an economic agency in what Secretary Hoover has characterized as "the most luxurious distribution system in the world."

"The Merchandise Warehouse in Distribution" will consider carload and less than carload freight rates, storage and handling rate bases, receipts and loans, better packing, standardization and simplification, marking, invoicing, storage of stocks, insurance, spot delivery, credit possibilities, turnover and other distribution fundamentals which are of mutual importance to shipper and warehouseman.

In his Baltimore address Mr. Cricher quoted Secretary Hoover as follows:

"Business cannot be consummated until goods readily find their way to market. The way must be direct and unobstructed. It must be efficient in its operation and economical. To insure all this the individual cannot work single handed. His interests must be pooled with those of others, and the united group then acts for the efficient transportation of the world's commodities."

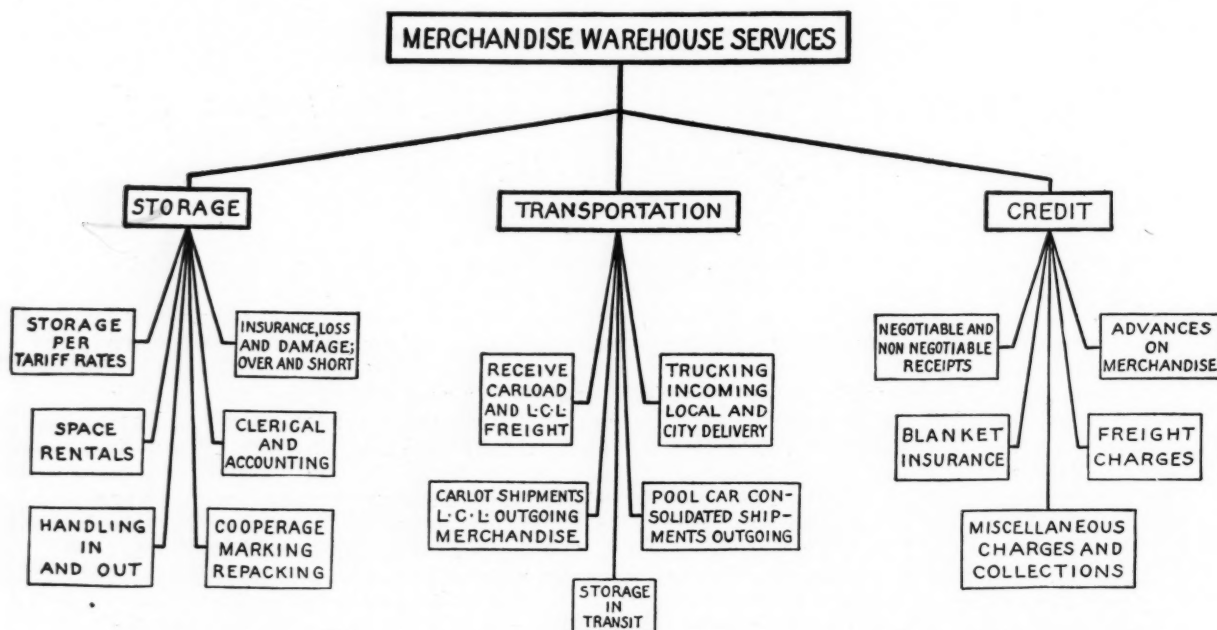
That is what the Department of Commerce is endeavoring to accomplish through its present investigations—to pool the interests of shippers with those of warehousemen to effect economy in transportation and distribution.

# The Merchandise Warehouse's Place in Present-Day Distribution\*

## A Government Study

By A. LANE CRICHER

Special Agent, Bureau of Foreign & Domestic Commerce, U. S. Department of Commerce



*This Government chart classifies the principal services offered by the public commercial warehouse as a link between the producer and the consumer*

THE Department of Commerce is vitally interested in the elimination of waste in industry. Secretary Hoover has striven continually to assist in improving American business standards and methods and in enlarging the scope of our industrial field.

It would seem that every branch of business enterprise today is becoming a science in itself. Most certainly is this true in that phase of our distribution system known as traffic management. One of our greatest problems today is to minimize, if we cannot entirely eliminate, the wastes in distribution.

Organizations of the type and character of this would never have been formed had there been no necessity for them. Weighty and difficult problems are much more easily solved when two or more men of practical experience tackle them together; and further, "in union there is strength."

The benefits of coordinated effort you well know. "Cooperation is no longer a sentiment. It is an economic necessity." Traffic clubs, such as yours, have done much to create a better understanding between shippers and

carriers; through interchange of practical ideas, advancement of mutual interest has resulted and shall continue.

The Hon. Herbert Hoover, in his introduction to "Trade Association Activities," said:

"The American Trade Association Executives have defined a trade association somewhat as follows: A trade association is an organization of producers or distributors of a commodity or service upon a mutual basis for the purpose of promoting the business of its branch of industry or commerce and improving its service to the public. Among the methods now in use accomplishing this end are the compilation and distribution of information, the establishment of trade standards, and the co-operative handling of problems common to the production or distribution of the commodity or service to which they are concerned.

"Business cannot be consummated until goods readily find their way to market. The way must be direct and unobstructed. It must be efficient in its operation and economical. To insure all this the individual cannot work single handed. His interests must be pooled with those of others, and the united group then acts for the efficient

\*Paper read before Baltimore Traffic Club.

transportation of the world's commodities. The trade association traffic bureau thus has before it many, many problems in constant retrospect. There are rate matters, classification, car supply, auditing of transportation bills, the study of competitive transportation agencies, and the real force of such competition. The trade association speaks as the voice of industry in transportation problems."

#### *Before the War and Now*

ONE of the most important links in our chain of distribution today is the merchandise warehouse. Some traffic managers shy at the mention of the storage house; others pass it by with a wave of the hand. Many, however, study it carefully and find quite frequently that they are well repaid for doing so.

Since the war there has been a change in the purchasing practices of our citizens. It was customary a few years ago to buy in quantities, store in quantities, and distribute and ship in quantities.

Now the service which the public warehouse renders has been materially changed, so much so that the warehouseman today is really a distributor of merchandise, shipping it to jobbers and retailers in l.c.l. deliveries, rather than caring for the storage of large quantities of goods remaining in storage for two months or more.

Before the war it was quite customary for warehousemen to receive large consignments of fifty or more cars of one commodity to be stored, from which deliveries throughout the remainder of the year would be made either by the owner or his broker. Since these consignments usually consisted of very few varieties or assortments, use of storage facilities was possible at a minimum cost because of the space and handling necessary and because of lessened overhead expense.

Today it is more frequently the case that only one car of a single product is received by the warehouseman, from each of a number of different shippers, containing as many different commodities as there are cars and, in a number of cases, many assortments in a single car.

Instead of these carlots of goods being stored, frequently a portion of the load is wanted for delivery upon arrival and is ordered to be forwarded by the warehouseman to points in the city in which the warehouse is located, the remainder to be placed in storage as spot stock for the shipper against which the owner or broker will draw to meet the demands of his customer.

It is to the advantage of the jobber or retailer to keep his stock as low as possible, because of the resultant rapid capital turnover. Since the retailers and jobbers do not carry large stocks of goods, purchasing their merchandise more frequently and then buying only limited or small quantities of any product, it has become necessary for the manufacturer to maintain sufficient stock of his merchandise at a central point for distribution, in order to supply the needs of his trade.

The complexity of our industrial life has increased and undoubtedly will continue to increase. Only by rightful cooperation and a continued study of the difficulties of distribution will we continue to solve our distribution problems.

The subject to which we address ourselves this evening is that of the place of the merchandise storage warehouse in our present-day scheme of distribution.

#### **SOME SUGGESTIONS TO SHIPPERS**

HERE are some of the high spot conclusions which Mr. Cricher sets down after months of investigating public warehousing in relation to distribution:

1. With the tendency among retailers to buy in smaller quantities and hence increase their rate of turnover, the present-day need of warehouses to meet the demands of prompt delivery, to supply goods adequately to jobbers and wholesalers, has made the warehouse a permanent link in distribution.

2. The warehouse may be likened to a bank or clearing house through which money in the form of goods circulates or is deposited, held at the demand or draft of the depositor.

3. The wise shipper chooses his warehouseman as carefully as he would select his banker.

4. The negotiable warehouse receipt is an important instrument in credit transaction. To any manufacturer who desires to obviate heavy capital investment which disallows flexibility of use, it is a direct means of obtaining necessary capital pyramided on actual available output as the guarantee of payment.

5. Advertising in nationally distributed magazines should be accompanied by stocks in warehouses in distributing centers.

6. In shipping carlot quantities to a distributing warehouse, handling charges are considerably reduced if the goods are packed in unit packages.

7. The difference in the freight charges on a quantity of goods is frequently sufficient to pay all storage and handling costs, without reference to the services obtained in warehouse distribution.

#### *Some Statistics*

THE use of the storage warehouse as a central point for distribution of general merchandise is beneficial to the railroads as well as to the other parties concerned.

In 1921 the originating tonnage, Class I roads of the country, was approximately 1 2/3 billion tons. Less than carload originating tonnage was 4 per cent of this total.

In 1922, with an originating tonnage of more than 1,480,000,000, the l.c.l. ratio to total tonnage was 3.8 per cent.

In 1923, with an originating tonnage of more than 1,277,000,000 tons, the ratio of l.c.l. to total tonnage had decreased to 3.48 per cent.

During these three years the ratio of carload traffic to total traffic increased from 72 per cent in 1921 to 72.6 per cent in 1922 and to 75.6 per cent in 1923.

In 1923 the carload originating traffic totaled 37,660,000 cars, and the l.c.l. originating traffic totaled 12,155,000 cars.

In 1921 the total loss and damage claims paid chargeable to l.c.l. traffic amounted to \$96,730,000; in 1922 the loss and damage payments amounted to \$48,000,000, and in 1923 totaled \$49,500,000.

In 1921 the less than carload freight loss and damage payments were 39.5 per cent of the total claims paid. In 1922 the less than carload payments had decreased to 35.4 per cent of the total, while in 1923 the less than carload loss and damage payments were 30.5 per cent of the total loss and damage payments chargeable to carload and less than carload traffic.

The data quoted are from two sources. The tonnage figures are from the Interstate Commerce Commission. The traffic and loss and damage payment data are from the Bureau of Railway Economics.

While there has been a slight increase in the ratio of carload traffic to total traffic, 72 per cent to 75.6 per cent, there has been a decrease in freight loss and damage payments (total) from approximately 96 million dollars in 1921 to 50 million dollars in 1923; at the same time loss and damage payments chargeable to less than carload freight have decreased from 38 million dollars in 1921 to 15 million dollars in 1923; or from 39½ per cent of the total freight claim payments in 1921 to 30.5 per cent in 1923.

In greater proportion, therefore, than the relative increase of carload traffic to total traffic we find that the ratio of freight loss and damage payments of less than carload shipments has decreased.

There are six different kinds of warehouses:

1. The merchandise warehouse.
2. Household goods and furniture storage.
3. Bonded warehouses (U. S. Customs and U. S. Internal Revenue).
4. Special commodity warehouses, cotton, tobacco and wool, etc.
5. Cold storage warehouses, principally for perishable foods.
6. Field warehouses.

The discussion this evening is concerning the merchandise warehouse.



*Advantages*

IT is seldom that goods are placed in storage in anticipation of rising commodity prices; the storage warehouse for general merchandise is a service link between the producer and consumer and may be likened to a bank or clearing house, through which money in the form of goods circulates or is deposited in safe keeping, held at the demand or draft of the depositor. It might be well to suggest at this point that the wise shipper chooses his warehouseman as carefully as he would choose his banker.

There are many advantages offered by a warehouse which tend to lessen the spread between producer and consumer prices:

1. It receives merchandise in carlots and distributes them in smaller quantities to jobbers or retailers or reships in l.c.l. lots to nearby centers.
2. It enables the manufacturer to keep spot stocks for his customers, and gives them quick service and hence increases sales by having goods available on demand.
3. It equalizes production by absorbing the manufacturer's output while eliminating heavy investment in reserve storage space.
4. It issues negotiable and non-negotiable receipts, and, if desired, allows credit to be obtained on merchandise stored.
5. Insurance is provided and fire risk is at a minimum because of separation of stocks stored.
6. Freight charges are reduced. Carload lots are cheaper than l.c.l. shipments. A central point for distribution provides a "breaking point" for carload shipments. Often the storage service is paid for in transportation charges saved.
7. It saves time in transit, for carlots travel in through trains by direct routes.
8. Loss and damage claims are reduced because of resultant minimum handling in carlot shipments.
9. It provides recoopering, marking and separation of variety and offers clerical services such as invoicing when re-shipment occurs.
10. It eliminates the necessity of providing large storage space at point of origin, especially for seasonal commodities where the provisional space would be idle investment the larger part of the year.

*Services Outlined*

PROBABLY first among the services offered is the receiving of carload shipments from such points as New York, San Francisco, or any other distant shipping point, at a central distributing center, such as Chicago, and reshipping these goods upon demand to outlying districts within short hauls of the distributing cities, as well as the immediate distribution within the city itself by means of direct deliveries.

Were it not for this particular kind of service the less than carload traffic handled annually by our carriers would be increased, resulting not only in costlier transportation, but also in less efficient transportation service.

The general public service rendered by the storage warehouse is worthy of consideration. Not only are commodity costs minimized by reduction in claims and damage payments, as well as reduced transportation charges, but there is also a saving to the railroad by quantity movement of goods, for carload quantities require a minimum amount of clerical service, as well as of necessary equipment.

Then there is the greater advantage of having the producers' goods at a market where they are ready for "spot delivery." Many a sale has been lost because the retailer or jobber had to substitute some other commodity which was "just as good" due to the fact that the kind of product desired was not immediately available. This must be given special consideration in conjunction with goods advertised nationally.

Advertising in nationally distributed magazines and periodicals should be accompanied by stocks in warehouses in distributing centers, such as New York, Chicago, Dallas, Minneapolis, San Francisco, etc., where these goods can be sent to the jobber or retailer upon short notice with quick delivery, so that the best advantages from advertising may be had at all times. The manufacturer and shipper of such goods often may lose a considerable percentage of possible sales if his product is not on hand to meet public demand.

The best practice is to supply such stocks in the distributing warehouse prior to or in conjunction with the advertising campaign. The warehouse company may be mentioned in the advertisement as the distributing agency of the manufacturer; the latter may have an office in the warehouse proper and care for his distribution by using the storage house as practically a subsidiary distributing office. Space rentals are frequently taken by various manufacturing companies in order to meet this particular service so requisite to proper and adequate distribution of nationally advertised products.

It is important that the invoice accompany the goods when distributed from central points. Up to date warehouses are today offering invoice service along with their many other service facilities, a copy being sent with the goods to the jobber, and a copy sent immediately to the sales office of the company owning the goods. Reliable jobbers who have the privilege to send orders direct to the warehouse are listed with the storage company. By such a method the manufacturer has daily knowledge of the quantity of goods on hand to supply consumption demands, and, where the commodity is not of seasonal character, has a basis for judging the amount of goods he must ship to his warehouse in order to keep a sufficient supply of stock on hand.

Central distributing warehouses are used by various firms which manufacture chocolate, canned milk, various cleansing compounds and other products, in order that they may give better service to their trade. In order to meet competition wherein the quality of com-

peting products is similar to the product of a given manufacturer, items of service are frequently the selling points whereby large quantities are distributed weekly.

When the consumer is buying in "hand to mouth" quantities, and the jobber or retailer, because of consumption demands, must necessarily have frequent supplies of a given commodity and is not in position to order large quantities, this quick-delivery, small-quantity service becomes very important.

At the same time the expense involved is no greater and is governed to a great extent by the savings derived from carload shipments to a distributing warehouse instead of l.c.l. orders sent direct to a small jobber or retailer.

A large number of commodities require shipment in drums or barrels, which containers are oftentimes returned to the manufacturer for refilling. Usually these containers are of such character that considerable saving is permitted by use of warehouse distributing facilities; for instance, glucose shipped in drums from Baltimore to Chicago and distributed in the city proper may be much more efficiently handled at a lesser cost by eliminating the return container transportation charges by shipping the product in tank cars to warehouses, filling drums from the tank car at the warehouse, and distributing the commodity in drums to the jobbing, retail or manufacturing trade.

There is not only lessened transportation cost as a resultant, but also decreased depreciation of equipment by lessening the wear and tear upon containers. It benefits also the railroads and greatly reduces the spread between consumer's and producer's prices.

A major item involved in storing products for domestic distribution is the insurance charge. All up to date warehouses today are fully equipped with sprinkler systems, for which watchmen are provided and over which careful supervision is given at all times. Insurance companies maintain extra low rates on such buildings, which frequently range as low as \$0.15 to \$0.20 per hundred dollars per annum. This increases the value of the warehouse service; it increases the value of the negotiable warehouse receipt as a credit instrument, and tends to decrease the commodity costs.

On instructions from the owner or manufacturer of the goods in storage, when reshipments are made the warehouse collects the express or cartage c.o.d. charges and makes invoices or draws drafts for such collecting.

*Economy in Transportation*

WAREHOUSES today are equipped to handle distribution of merchandise in the same way that the shipper or manufacturer would do it, and when special arrangements of advantage to the manufacturer are desirable, the warehouse company is anxious to make them. Under this head would be included the placing of an accredited list of customers whose orders direct to the warehouse may be filled by the storage company.

Warehouse services always save time in transportation. Transportation delays are frequent and costly. Movement of goods in carlots means direct movement without delay over a substantial portion of the "journey between factory and dealer," i.e., from the manufacturer to the central distributing warehouse from which point l.c.l. shipments are made.

Furthermore, goods moving in carlots may be loaded direct into the cars and no expense is involved for special marking, and the manufacturer may avail himself of all of the warehouse service possible in connection with his distribution.

Such services as classifying, packing, marking and cooperage, as given by the warehouse of today, are well known to manufacturers and shippers and are important items in warehouse service.

A carload of goods may contain several allotments, qualities or sizes of a given commodity. Orders for redistribution may pick from one or more of the various classifications of the commodities in l.c.l. quantities. Warehouses will care for the necessary marking for redistribution, repacking goods when requested, and at all times attend to any cooperage that has to be done. All of these services are furnished at a minimum charge which may be obtained from the warehouse upon request.

Oftentimes a warehouse is used for storage in transit. This privilege is an arrangement whereby the carrier permits the producer to ship a carload of goods from a factory to a warehouse on the same railroad upon which the shipper is located, with the privilege of storing the goods for a period of a year or less at the warehouse, giving the manufacturer the right to ship the goods forward in the same general direction over a connecting line on the through freight rate from the factory to final distribution plus a switching charge of three cents per 100 pounds.

This privilege is granted by the carriers on several staple products, including such commodities as evaporated milk, sugar, flour and cotton. It allows considerable saving in freight rates, permits warehousing of seasonal commodities, and makes all the warehouse services immediately available to manufacturers and shippers of such products at a very low cost.

#### Receipts—Loans—Packing

**W**HENEVER goods are placed in storage the warehouse company issues a memorandum or receipt to the owner, on which is found a complete description of the merchandise. The receipt shows also when the goods were received, and includes the freight bill number and car number; any charges for cooperating or weighing; any advances, such as cartage or transportation; and the handling and storage rates.

There are two kinds of warehouse receipts, negotiable and non-negotiable. If desired, the negotiable receipt may be used as collateral for credit, and frequently loans to 75 per cent of the value of the commodity stored are granted.

This is not unusual on staple goods. Especially on seasonal products are such loans important, for they permit the manufacturer to produce his goods, ship them to a warehouse in a distributing center, and be relieved of the large capital tie-up involved, by use of the credit facilities offered, placing this negotiable receipt as collateral.

Whether or not a receipt is negotiable is stamped across its face, and on the back of the negotiable instrument are found the indorsement spaces. This is the only difference, generally, in the form of the two kinds of receipts.

The negotiable warehouse receipt is an important instrument in credit transactions today. To any manufacturer or shipper who desires to obviate heavy capital investment which disallows flexibility of use it is a direct means of obtaining necessary working capital pyramided upon actual available output as the guarantee of payment.

A warehouse company will frequently advance loans upon commodities stored. Generally such loans are rediscounted by the company at its bank. This practice is on the increase, and, from the angle of service offered by various storage companies, plays an important part in the business of warehousing.

When cars of goods are placed in a central distributing storage house prior and subject to order of various jobbers or retailers, the amount of money held out of use—dependent upon the value of the commodities stored—is generally a large sum. Short time loans readily available upon presentation of proper documents immediately bring these goods into our credit structure, and permit the owner to eliminate any secular trend or large "peaks and valleys" in his costs of production and distribution.

A manufacturer of hats or gloves, for example, would find it costly to attempt to produce his goods just when demand called for the product. By such production methods costs are at a maximum. If the manufacturer has an even production, and during months of weak demand stores his goods, he need not bear the burden of capital tie-up; that is what banks are for, and the negotiable storage receipt is a good *bona fide* credit instrument.

Many producers are taking advantage of the credit possibilities offered by the negotiable warehouse receipt. The use of this collateral paper, however, is not as widespread as the opportunities allow. It is expected that considerable growth in the credit feature of warehouse services will be seen in the near future.

Proper packing with legible marking is very important for efficient distribution. Trade Information Bulletin No. 208 of the Bureau of Foreign and Domestic Commerce, entitled "Packing for Foreign Markets," discusses and illustrates the kind of packing necessary for export shipments in detail.

At the present time there is in course of preparation in the Bureau of Foreign and Domestic Commerce a series of publications on domestic packing, the first of which will be issued at an early date.

In shipping carlot quantities of merchandise to a distributing warehouse, handling charges are considerably reduced if the goods are packed in "unit packages." The initial cost of such packing is less than individual packages; the service of package units is a good sales point.

If a box of a given commodity contains twenty-four cans of the product and a half-dozen such boxes are packed or crated in a unit, an order for a gross of the product would be equivalent to an order for one crate. Cooperage charges are minimized, as well as the incidental "marking costs." Illustrations of proper and improper packing covering a variety of commodities are found in the publications above referred to, which may be had upon request to the Bureau of Foreign and Domestic Commerce.

When the merchandise warehouse is used as a central point of distribution the wear and tear upon the containers of merchandise is at a minimum. The importance of proper packing is in no way lessened, but the benefits derived from the same express themselves in dollars and cents.

#### Rates

**I**N years gone by, when no definite method of determining storage and handling charges was used, the owner of the goods to be warehoused found it necessary to ascertain or bargain for his storage charges whenever he desired to use warehouse services. This has been eliminated with the growth of the warehouse industry, and today the "Standard Rates, Terms and Conditions for Storage and Handling of Merchandise" completely covers all goods, and most all of the discriminatory practices allowed by the old time methods have been eliminated. The ethics of warehousing are excellent; the economic philosophy upon which it is based may be summed up in one word—"service."

Storage rates are based upon the weight and bulk of the commodities to be stored; in addition, space rentals are frequently given. Charges per square foot of space vary, dependent upon the service facilities available, and upon the location of the space in the warehouse.

Warehouse charges can be fairly accurately determined by the manufacturer or shipper today before the use of such facilities is decided upon. The tariffs vary for the different sections of the country, and are gladly quoted by all *bona fide* warehouse companies.

The manufacturer can readily determine what saving may be made by through carload shipment to a central distributing warehouse for l.c.l. delivery to points nearby, and may predetermine his storage and handling charges. At the same time, however, consideration must be given to the spot delivery service offered, and the results of general warehousing—such as minimizing of loss and damage claims; equalization of production, especially for seasonal commodities; reconditioning; marking, and other such services.

Of the most important of the warehouse services is the opportunity of—



ferred by use of the negotiable warehouse receipt as a credit instrument.

In selecting his storage center the manufacturer must give due consideration to the geographical location; the territory to be served must be considered; freight rates to and from such a center are important; the kind of service given for l.c.l. shipments from the distributing point to nearby States is a major item; and, above all, the responsibility of the warehouse company as well as the efficiency of service of the organization.

When goods are stored in a central distributing warehouse deliveries are invariably made from the oldest lots, unless the storage warehouse is otherwise instructed. Whenever deliveries are made reports of the same are immediately returned to the owner and at the same time an invoice of the stock on hand should also be included. By mechanical time reporters a notation is kept of every order received, the time required in passing through the various hands and the time of delivery. By attention to this system the shipper is enabled to judge the kind of service warehouse companies maintain.

#### C. L. and L. C. L. Differentials

GENERALLY speaking, there is a considerable differential between carload and l.c.l. freight rates on general merchandise. Commodities which take the first rating in l.c.l. amounts often take third class rating in carlot quantities.

The difference in the freight charges on a quantity of goods is frequently sufficient to pay all storage and handling costs, without reference to the services obtained in warehouse distribution. In a brief presented to the Interstate Commerce Commission by the American Warehousemen's Association and the Central Warehousemen's Club, 1922, it was stated that "the movement by carriers of less than carlot freight requires special service of all kinds;

"A. Costly terminal facilities.

"B. A large force of freight handlers, not only at point of origin and distribution, but at interchange points as well.

"C. A large clerical force at local stations to check, bill and abstract the many small shipments.

"D. A large force of clerks from the accounting department is required to check properly and record the numerous transactions involved.

"E. A large force in the clerical department is necessary for the investigation of claims for loss and damage."

Illustrating the warehousemen's point of view, in a discussion of costs of service versus the rates of transportation, the brief stated as follows:

"We cannot offer exact figures because costs have never been determined, but we feel that the facts . . . prove beyond the reasonable doubt that the difference between the cost of handling l.c.l. traffic and the cost of handling carload traffic is not recognized in the present rate structures by an adequate spread between carload and l.c.l. rates."

The brief further stated that the "intelligent use of warehouse facilities by shippers will enable the carriers to 'minimize' their non-compensatory less than carload service, not only without hardship on the shipper or public, but with decided benefit to the shipper, carrier and public alike."

On commodities which take the first class rating in l.c.l. amounts and third class rating in carlot quantities we find the following:

The first class rate from New York to Fort Dodge, Iowa, is \$2.27 per hundred pounds. If the goods were shipped from New York to Chicago in carload amounts a rate of 94½c. would apply; distribution from Chicago in l.c.l. amounts to Fort Dodge may be made at a rate of 99c. per hundred pounds. By shipping from New York to Chicago and distributing from Chicago to Fort Dodge a total charge of \$1.93½ covers the transportation costs, a saving of 33½c. per hundred pounds, or almost 15 per cent of the original l.c.l. charge on every hundred pounds shipped.

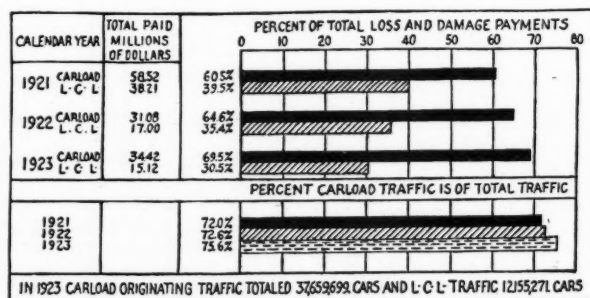
On commodities which would take second class rating on l.c.l. shipments and

from Chicago to Des Moines—l.c.l.—91½c.; a total charge for carlot distribution to Chicago would be \$1.96 per hundred pounds, a saving of 18½c. per hundred on drugs shipped in this manner.

Similarly, on rice in bags from New Orleans to Fort Wayne, Ind., an l.c.l. rate of \$1.28½ per hundred applies. Shipping rice from New Orleans to Chicago in carlot quantities, a commodity rate of 53c. per hundred pounds is charged; the l.c.l. rate from Chicago to Fort Wayne is 32c. per hundred pounds; total transportation charges, using Chicago as the carlot distributing center, are 85c. per hundred pounds from New Orleans to Fort Wayne. Hence a saving of 43½c. per hundred pounds is effected by such central distributing traffic routing.

Fruit juices in cans (boxed) take a l.c.l. rate from San Francisco to Green Bay, Wis., of \$2.25 per hundred pounds; if routed in carlots via Chicago similar to the commodities just described, a carlot freight rate of \$1.05 per hundred pounds to Chicago, plus a l.c.l. rate of 55c. per hundred from Chicago to Green Bay, or a total of \$1.60 per hundred, as against the l.c.l. \$2.25 rate, would be

*Comparative freight loss and damage payments in the United States, with traffic figures, 1921-1923*



fifth class rating on carload amounts we find the following:

A commodity which would take a second class rating from New Orleans in l.c.l. shipment destined for Madison, Wis., takes a rate of \$1.78 per hundred. If shipped in carload quantities to Chicago the charges would be \$1.03 per hundred; l.c.l. quantities from Chicago to Madison may be shipped at the rate of 51c. per hundred—or a total combined rate of \$1.54 per hundred pounds would apply if Chicago is used as a central distributing point. This means a saving of 24c. per hundred pounds on such shipments.

Similarly if the goods originated in Kansas City and were shipped in l.c.l. amounts to Lansing, Mich., a charge of \$1.49 would apply; the carlot rate to Chicago from Kansas City would have been 41½c., and from Chicago to Lansing in l.c.l. quantities 67c.—a total charge of \$1.08½ per hundred pounds. A saving of 41½c. per hundred pounds, by such central warehouse distributing method, is possible.

For instance, drugs in boxes shipped from New York to Des Moines, Iowa, in l.c.l. quantities have a transportation charge of \$2.14½ per hundred pounds. The carload rate from New York to Chicago on this commodity is 94½c., and

charged, allowing a saving of 65c. per hundred pounds to be effected.

#### Some Shippers' Opinions

IT is interesting to note what various manufacturers and shippers have to say as regards the cost of warehouse service in the present day distribution.

One company states that they "find it cheaper to use public warehouses for dry stocks than enlarging the plant and creating space for such products."

A company in New York states that the "cost for warehousing goods approximates 6 mills per dollar of sale."

A soap firm in St. Louis reports that "the cost of warehouse services averages around 1½ per cent of each dollar's worth of merchandise sold."

Another company in St. Louis advises that while it does not store merchandise in warehouses it does use these facilities for distribution purposes.

A large fabric firm in Boston states that "the average cost of service per dollar of merchandise sold in all the warehouses it uses is 3c."; this includes cost in three warehouses of their own and two public warehouses. The cost in their own warehouses is about 50 per cent higher than in the public warehouses, due to the fact that they carried surplus stocks not turning over properly.



A large food product company in Boston speaks of the service of the warehouse as satisfactory and "at some points exceptionally so," adding that "considerations of promptness in filling orders, and insurance against the consequences of a serious fire loss if goods were concentrated at one point, make it clear to us that the employment of public warehouses is useful and necessary; and for our particular purpose more desirable and less expensive than maintaining branch houses. Based upon the cost of storage and warehouse labor for a representative period we figure the cost of these services as something less than 2c. per dollar of goods sold."

Another company in answer to a departmental inquiry stated it attributed its large increase in business last year, which was approximately 40 per cent over preceding years, to the increased use of public warehouses.

Proper storage offers expert advice

and information, and has to be regarded as a science in itself in present day distribution. Particularly does it allow the management of business so that none of the peaks and valleys occur in the expense of distributing goods through private warehouses.

With the tendency among retailers to buy in smaller quantities and hence increase their rate of turnover, the present-day need of convenient merchandise warehouses to meet the demands of prompt delivery, to supply adequate quantities of goods to jobbers and wholesalers, has placed the merchandise warehouse as a permanent link in the distribution of all commodities throughout the United States.

On Sept. 24, 1924, a general conference was held for the purpose of consideration, for adoption, of simplified forms to be known as Standard Warehouse Forms. These Standard Forms included:

A. Rate quotations.

B. Over, short, and damage report.

C. Negotiable and non-negotiable warehouse receipts.

D. Notices of orders filled, dray receipts and bills of lading.

E. Combined stock reports and invoices, as well as standard forms for household goods.

F. Delivery receipts.

These forms have been tentatively approved by the Department of Commerce, since they were approved by the committee in conference, and, when signed acceptances from a sufficient number of interested parties have been received, will receive the Department's complete approval. If any of the gentlemen present are interested in this work of simplification of warehouse forms—undoubtedly all shippers are interested in the over, short and damage report—complete information may be had upon request to the Department of Commerce.

## *National Association Organizes Inter-City Removals Bureau*

**Cooperative Agency, to Operate First in Central States, Is Designed to Meet "Outside" Competition and Make Up, Through "Two-Way Loads" System, Losses in Packing Revenue**

**A** COOPERATIVE system of long-distance removals of household goods by motor truck is being established by the National Furniture Warehousemen's Association, which now has 714 members in all parts of the United States and Canada. Effective Nov. 1, operation of this new system, designed to build profits in the warehouseman's cartage department, became effective in the States comprising the association's central division—Iowa, Wisconsin, Illinois, Michigan, Indiana, Ohio, Kentucky and Missouri. As the movement develops, the territory will be extended to cover the States in the eastern, southern and western divisions as far as road and transportation conditions may make practical.

The program is being developed under the National's newly organized Inter-City Removals Bureau, with Henry Reimers, executive secretary of the association, as manager and active head. Details were made public by Mr. Reimers at his office, 765 Oakwood Boulevard, Chicago, on Nov. 3. The program itself was outlined at a meeting of the National's directors held at Excelsior Springs, Mo., in October, and is based on recommendations prepared by S. S. David, Chicago, chairman of a committee which carried on an inquiry in accordance with the spirit of a reso-

lution which the association adopted at its annual convention at Charlevoix, Mich., in July.

Mr. David attended the Excelsior Springs meeting and presented a report which the directors agreed was probably the most lucid and comprehensive analysis of motor truck operation, with relation to long-distance transporting of household goods, that has ever been written.

One feature of the new system is the banishing of the term "return loads" from warehousing terminology in the household goods storage industry's relations with its customers, the public.

The purpose of the Inter-City Removals Bureau is to act as a clearing house for orders on inter-city and long-distance removals. What the bureau is, what it should do, how it is expected to benefit the National's members and serve the public, are all set forth, in the statement issued by Mr. Reimers, in the following words:

1. "It will carry out and extend in the broadest and most comprehensive manner the inter-city cooperation which already exists between a number of individual members, in various parts of the country, in a personal and local way.

2. "It is a movement in line with the most advanced

thought in the industry, predicated and founded on the development and great advance in the use of the motor truck for household removals.

3. "It is designed to help members of the N. F. W. A. to a greater profit in their cartage departments.

4. "It is designed to enable members to better compete with independent companies specializing in long-distance removals, whose prices are dependent upon their ability to obtain round-trip paying loads.

#### *The Background*

"THE popularity of the motor truck as a means of transportation in inter-city removals within a radius of 300 miles is an actual condition which must be plainly evident to every member of this association.

"The freight shipment, with its need for costly packing, is steadily losing in its competition with this newer and more desirable method for the transportation of household goods. The result has been a loss in packing revenue which has been experienced by almost every member of this association—a loss that has been and will continue to be steadily on the increase.

"Were the percentage of net profits as great in our cartage as in our packing departments we would have no great reason to regret or retard this natural development. Then the net result would be only a transfer of revenue from one account to the other. But cartage profits are small and are further reduced, if not altogether eliminated, when we must compete in inter-city removals with independent companies who bid for these removals on the basis of a paying load for the round trip.

"Warehousemen must find a way to develop these two-way loads in order that the net revenues from inter-city cartage will provide an appreciable substitute for the shrinkage in packing revenue from the passing of the freight shipment. Otherwise an important source of profit will be totally lost to us.

"The urgent need has been felt by members of the N. F. W. A. for a workable plan of inter-city cooperation which would secure for them this profitable two-way traffic—a need which the Inter-City Removals Bureau now seeks to fill.

#### *Meeting a Public Need*

"MEMBERS of the N. F. W. A. must recognize and appreciate these conditions in inter-city removals and turn them to their profit. They must be ready to furnish motor truck transportation when the customer prefers a truck shipment, or the business may be diverted to independent companies which advertise just such service.

"Members may quote both methods of transportation if they desire, allowing the customer to make his own choice, but they should not attempt to dissuade any customer who candidly prefers to ship by truck. Such a procedure is but a vain attempt to sweep back the tide with a broom—the tide which in time will send all such shipments by truck, where hard roads prevail.

"Each year extends the hard road areas, with a corresponding increase in

5. "It is designed to offset the diminution of packing revenues by a corresponding increase in profits on cartage.

Mr. Reimers' statement, based largely on the report submitted by Mr. David at the Excelsior Springs meeting, goes into detail regarding rates and charges, location and management, territory, filing of orders, sharing of proceeds and other fundamentals. The high spots are here set down:

### LONG DISTANCE REMOVALS CLEARING HOUSE

THIS is a story of progress in trade associational activities—why and how a cooperative agency for long distance removal, by motor truck, of household goods, is being organized on a national basis.

The agency is the Inter-City Removals Bureau. The trade body is the National Furniture Warehousemen's Association, with 714 members.

Leaders of the household goods branch of the storage industry have long recognized the need of such a bureau in order to meet competition by "outsiders" engaged in long distance removals—such "outside" business having taken profitable packing room revenue away from warehousemen.

Solution of the problem perhaps lies in a system under which the storage companies can provide "two way loads" for one another through the filing of orders at a central clearing house. Such a central clearing house has been created at Chicago by the N. F. W. A. Herein are set down the benefits which the backers expect will accrue to the association's members.

motor truck adaptability and superiority. Warehousemen must not be blind to the truth. Shipment by truck saves time and money for the customer. It completes the removal from house to house with one operation, one transaction, in quick time. It saves the customer the bother, confusion and annoyance of packing; the labor, delay and irritations of unpacking. It saves breakage and damage, for the chances of such with ample pads and protection are but little greater than in short local removals.

"The warehouseman who tells his customer a different story may drive his goods into the trucks of independent companies who are floating with and capitalizing the tide of motor truck popularity.

"Members of the N. F. W. A. are indeed asleep if they let this legitimate branch of their warehouse and cartage business be usurped by outsiders. The wideawake member will let the Inter-City Removals Bureau help him to

handle such removals by motor truck, with profit to himself and satisfaction to his patrons."

#### *No Rate-Fixing at Present*

UNTIL the new system has been developed the new bureau will not fix rates, and if done subsequently it will be only by vote by the National Association itself. Mr. Reimers explains:

"The regular rates for long distance moving which prevail in various sections will be quoted and obtained as far as practicable. The same seasonal conditions, idle time and equipment, will be found to exist in long distance moving as in local moving, and a proper rate must be obtained to maintain a proper profit."

The establishing of any arbitrary tariffs eventually will be "a matter of evolution and growth," Mr. Reimers points out, continuing.

"As two-way loads become steady and regular, customers can be given some benefit in corresponding lower prices. Rates, however, may never be as low as those now quoted by certain irresponsible concerns, and never need be—their service is seldom on a parity with ours. Members of the N. F. W. A. have a far greater opportunity for contact with possible customers than have these independent companies. This, coupled with our prestige, stability, known responsibility and reputation for high class service, gives an advantage in competition not shared by independent companies. All that was lacking heretofore was a wide opportunity for the development of return loads, which the Inter-City Removals Bureau now provides.

"The return load, at a fair price, with a fair profit to the warehouseman who originates, will give the cartage department the profit it should have on long distance work.

"It may be necessary, on occasion, to reduce prices to meet the competition of fly-by-night companies, for the general good, but such companies eventually hang themselves. They cannot operate at a fair profit unless their rates approximate our own, as some have already learned to their sorrow. We have an advantage which they lack, in working on local moving and removals to and from storage—the same equipment and labor force which we use for inter-city removals. Our overheads, too, are reduced in proportion.

"Some of these companies are slowly strangled by their own inability to secure the two-way traffic on which their low rates are dependent. Members of the N. F. W. A. have, in the Inter-City Removals Bureau, the effective ready-made

machinery for this two-way traffic which will make money for them if they will properly cooperate in giving it the necessary impulse."

The bureau is strictly an N. F. W. A. project sponsored by the association and all information regarding orders, etc., are to be sent to Mr. Reimers as active head of the new agency. The association is behind the bureau and stands responsible for fair play to all the members in the allotment of orders and in the bureau's activities. The association's inter-city and long distance removals committee will act as an advisory board in connection with Mr. Reimers' operation of the bureau.

#### Costs—Filing of Orders

**E**XPLAINING that the territory at present covered is confined to the States in the association's central division, Mr. Reimers points out, however, that N. F. W. A. members "in other divisions and States whose territory overlaps the central division" may use the bureau for two-way loads. Such members must report all loads going to towns within the central division and follow the same procedure as set down for the central division members.

During the first year no charge will be made for the services of the bureau, and no fees will be collected. Every central division member is free to share in the bureau's advantages and activities without extra cost, and all expenses of operation and maintenance will be paid out of the funds of the association. The members thus will be able, without cost, to have proofs of the benefits which the bureau should offer.

"As its value and efficiency grow," Mr. Reimers explains, "with a corresponding increase in its cost of operation and maintenance a small charge will be made to those who share in its benefits. This charge will be made either by a fixed membership fee or by the payment of a very small percentage of the amount collected on each order given out through the bureau, as may later be determined by the board of directors of the association."

A member booking an order for an inter-city or long distance removal is requested to report that order by telegraph to the bureau's Chicago headquarters, using the following form:

"Have load from [city] to [city] on [date]."

The member is required to state when the load is due to arrive at destination and to follow each telegram with a confirmatory letter, giving the approximate size of the load and saying whether the load must be picked up on a certain date or whether the warehouseman has some latitude as to dates. Telegrams must be sent prepaid.

Return loads will be allotted to association members on the basis of priority of application "for the city or town from which the return load is secured, unless the moving dates required absolutely prevent." In the latter event, loads will be given to members best able to make connections on dates required.

"Every member making application to the bureau for a return load," Mr. Reimers states, "must be willing to surrender his own load to a prior claimant or for better dove-tailing of the two loads. This is the foundation and keynote of this great cooperative movement."

"For illustration, if a St. Louis member reports a load to Chicago, and at a later hour a Chicago member reports a load to St. Louis, the St. Louis member will get the Chicago order as a return load if dates permit. The Chicago member must be willing to surrender same on the percentage basis hereinafter stated. The hour of filing the telegram, as reported on same, will establish the time at which order was reported, and priority of application will be judged thereby."

"This rule has been adopted to insure fairness in the allotment of return loads. This is a matter of sincere co-



#### INTER-CITY REMOVALS BUREAU

The National Long  
Distance Movers

Seal and text for use on vans

operation, of give and take, and the giver gains the benefit of a good share of the gross proceeds, with no operating costs."

#### Sharing Proceeds

**D**IVISION of proceeds will be on the "sixty-forty" basis. To the member whose truck carries the load will be given 60 per cent of the price obtained for the load. The other 40 per cent will be paid to the member who obtained the order, which payment must be made promptly on collection.

"This percentage," Mr. Reimers holds, "should be satisfactory to both parties in the transaction. The member who surrenders the order thus receives a profit that will compensate him for his surrender. This in most cases will be more than the possible net profit had the load been handled by the originator. Surely half a loaf is better than no bread for the member whose vehicle carries the load; and 60 per cent of the gross proceeds on a return load is better than an empty van for half of the round trip."

"To avoid any misunderstandings by customers when removals are handled as return loads by members from other cities, customers should be given knowl-

edge of the conditions when the order is taken. They should be told in advance that the load will be handled either by the concern taking the order or a member of the N. F. W. A. Inter-City Removals Bureau from the place for which the load is destined. It should be made plain to them that whoever may take the load the work will be done in the highest spirit of responsibility."

In this connection the members will be given printed matter regarding the bureau, which will assist in disseminating the right information to the public, and members are asked to display the association's emblem, together with the name "Inter-City Removals Bureau" on each truck; for, Mr. Reimers points out:

"Customers will recognize the uniformity in the emblem and wording on the van from out of the city with the vans of the warehouseman to whom the order was given. This best can be accomplished if the seal is shown in much larger size than has heretofore been the custom, with the wording also of good size, and put in a conspicuous place."

The members are urged in Mr. Reimers' statement to begin filing orders immediately with the Chicago headquarters in order to establish priority, and to instruct their clerks that the sending of such information will become part of the routine of taking orders. He concludes:

"The Inter-City Removals Bureau helps to fill a need that is experienced every time you book an order for long distance work. It cannot succeed unless it has the wholehearted cooperation of N. F. W. A. members. And having such cooperation it cannot fail. If you want others to report orders for return loads for you, you must report orders for return loads for them. This is reciprocity of the highest and most productive type. It is one of the biggest things the N. F. W. A. has yet attempted, and its success means big things for the association's members."

#### New Acme 1-Tonner

High speed, long wear and low cost are featured as the high points of the "Acme Flyer," a new model put into production by the Acme Motor Truck Co., Cadillac, Mich. The job has a load capacity of one ton and in addition to mechanical details some attention has been given to appearance.

A stream line effect has been secured in the hood and cowl to harmonize with the bodies, and a closed cab has wide and convenient doors. A standard open express body is provided and this can be fitted with a canopy top.

#### Benjamin Blum Dead

Benjamin Blum, president of the Atlas Fireproof Storage Warehouse Co., Inc., New York City, died at his home on Oct. 17. He was 62 years old. His wife and a son survive.

Mr. Blum was a member of the New York State Warehousemen's Association and the New York Furniture Warehousemen's Association.



# Making Storage Advertisements Appeal to Women

## Artistic Appearance and Wealth of Detail Are Important Factors in Salesmanship of Household Goods Warehouse Service

By VIRGINIA CALDWELL

**W**HAT sort of advertisements do women favor? "This is a question to which all merchants should give careful thought," says Miss Ruth Seymour, an expert in advertising to women. She adds:

"The woman, of course, is the buyer of the family. Next to show-window display (which in a limited way is one of the best possible forms of advertising), it is obvious that the greatest medium by which to attract women is the newspaper."

Furniture warehousemen who realize that the woman is a very important factor in deciding what shall be done with the family possessions will find of value some of the principles given by Miss Seymour for advertisements.

"In answering this question as to the kind of advertisements women prefer one must consider certain qualities said to be more characteristic of women than of men. One of these is the artistic quality or aesthetic sense. When a new home is built and furnished the man's chief concern is the kind of stucco or paint used, the shingles, plumbing, etc. The woman spends countless hours planning the color schemes of the different rooms, choosing the cretonnes, deciding on the exact position of the lamps, rugs, etc.

"Therefore, if you want women to read your advertisements, make them artistic."

Now just what does she mean by "artistic"?

**W**HAT might be termed the everyday black and white advertisement can be artistic, but there are certain points to be watched. The things by which, Miss Seymour says, an artistic advertisement is achieved, are:

1. Attractive cuts.
2. Balanced lay-outs.
3. Typeface that is appropriate.
4. A border in keeping with the size and contents of the advertisement.
5. Expressive copy.

"The illustration is the first thing to take the eye," says Miss Seymour, "but its pulling power is greatly decreased unless it is given the proper amount of white space and is used in conjunction with the right size and kind of type. White space properly used gives quality to an advertisement.

"One should not use cold severe Gothic type to advertise orchids or silk lingerie. Would you frame a small pastel-tinted landscape with a heavy black frame? No; for if you did, the center of interest would be the frame, not the picture—one would kill the other. Even so with an advertisement. The border for an advertisement should be selected with as much discrimination as the frame for a picture. The advertisements appearing in the metropolitan dailies favor more and more the narrow, simple border. In fact it is now regarded as rather 'small town' to use heavy black lines to attract attention."

Now storage warehouses are not fragile flowers or lingerie. They suggest solidity and security, yet if the border lines are too heavy and black the advertisement takes on the nature of a funeral announcement which has a de-

pressing effect upon women. Therefore it is appropriate to have the border of more or less neutral weight.

Sometimes the effect of security for the treasured possessions can be suggested by the use of an illustration of an animal character, as a watch-dog.

The Lyon Fireproof Storage Co., Los Angeles, uses a figure of a crouching lion, into which is inset a circle containing the words "Let Lyon Guard Your Goods." Thus the firm name is identified with one of the talking points.

Where an illustration like this is used, with white against a black background, the effect is entirely different from a heavy black line border which has come to be associated with bad news.

The effect of solidity can be secured also through using what is known among advertising men as a "stippled" effect—an area of small dots instead of a solid black.

### Feminine Love of Detail

Another characteristic to be remembered in writing advertisements for women is the tendency toward love of detail.

"It is permissible to use more 'copy' in a woman's advertisement than in a man's," says Miss Seymour. "Why? Because women have a greater love of detail. When a woman reads about a new shipment of frocks, she wants at once to know what material they're made of, what colors, what styles, etc."

But what details can a furniture warehouseman give that will interest a woman?

Tell the things that storage does!

I know of no better way to illus-

trate this than to quote from an advertisement run about a year ago by the David Fireproof Storage Warehouses, Chicago:

"David Storage points the way to safety and security for all who find it desirable to interrupt the continuity of housekeeping. It protects the home, the bulwark of all social and economic life, by keeping the materials for home-making.

"Periods in home-making often occur when a temporary cessation proves a real benefit. In former times such benefits were lost, owing to the need to safeguard the household belongings, the possessions that give the home the heart-hold which is the heritage of every race.

"Storage then was largely unknown, or the earlier facilities were such as to engender aversion or distrust. The only alternative was to sell or to sacrifice.

"Changing conditions have made storage an important factor in the affairs of today. It has become a popular utility, popular for its convenience, popular for its economy. It has proved its usefulness in various ways for thousands.

"In sickness and in trouble, storage lends a helping hand, keeping the household furnishings safe and intact until brighter days. Hundreds who seek a change and rest from the cares of housekeeping, store for a period, knowing they can resume at any moment desired, with all belongings in good condition. Those who must leave the city for employment elsewhere, store their home furnishings until secure in the new environment. Many who plan a period of travel find it profitable to store during the interval.

## In San Antonio

... people turn to the Scobey organization for the moving, packing, shipping and storing of their household goods and other valuables. They do so in the knowledge that their possessions will be carefully handled by experienced men, backed by a responsible concern.

To those who are planning to go away for the summer, the big Scobey warehouse offers exceptional facilities for the storage of articles of every description.

Furniture may either be placed in open storage or in private rooms. In either case, the goods are in clean, sanitary and safe surroundings. Then too, there are silver vaults, trunk rooms, rug vaults, special rooms for musical instruments—space to meet every requirement.

We also have facilities for the storage of individual automobiles.

Our representative will be glad to call and furnish detailed information. Just Phone Crockett 914.



**Scobey**  
MOVING, PACKING,  
SHIPPING, STORING  
The finest warehouse  
in the Southwest.



**telephone**  
**BEACON 5885**  
—for information on economical  
shipping of your household  
goods;  
—for prompt and reliable pack-  
ing or moving service.  
—for rates on modern fireproof  
storage.  
**FIDELITY**  
STORAGE  
1836 ARAPAHOE ST.  
Phone BEACON 5885  
MOVING - PACKING - STORING - SHIPPING

## Preparing Household Goods

We have just completed a little booklet telling how to prepare goods for Moving, Storing or Shipping. There is much you can do and information you should know, which will save you money. It will be mailed to you for the asking.



**LESLIE'S**  
STORAGE

Moving Packing Shipping

## MOVING



Packing for  
Moving

Before you move, have your goods packed by Lyon packers in a way that will protect them from damage and marring. Lyon Packers know how.

Call Beacon 0513

**LYON**  
FIREPROOF  
STORAGE CO.  
1950 So. Vermont

Our Years of Successful  
Service Guarantees Satisfaction

## SAFEGUARD YOUR POSSESSIONS

STORE THEM  
with  
**MERIDITH**

- when leaving the city.
- when your new house is not quite ready.
- when your future plans are uncertain.

**MOVING,  
PACKING,  
SHIPPING,  
STORAGE**  
for  
**30 YEARS!**

Our conveniently accessible, clean, modern depository, provides safety. Reasonable rates, for private locked rooms, open storage, rug room, piano and trunk rooms.

**F. M. MERIDITH CO.**  
Phones Main 205-206. 320-350 E. Cerro Gordo

Scobey: White space gives quality, and stippled or dotted name plate suggests solidity. Fidelity and Lyon: Security is emphasized by picturing animals on guard. Leslie's: Besides being attractive in appearance, this little advertisement from Winnipeg offers help that will appeal to women. Meridith: How a Decatur, Ill., company uses a neutral weight and plenty of white space. Any newspaper can supply such lines or "rules"

It has become a common practice to move to storage in the spring and rent in the fall, thus gaining a summer season free of care and responsibility. Storage is a trustworthy public servant, ever at call.

"Where storage formerly was rare and unusual, today it is usual and common. This is due in part to the changing social conditions, and in greater part to the remarkable improvement in storage facilities, in which the David Warehouses have taken the lead in the foremost rank.

### Emphasizing Cleanliness

"The magnificent David Warehouses, fireproof in construction, designed exclusively for the storage of household goods, represent the best in modern

development of household storage. They are safe, clean and sanitary. They are houses of character, serving the public in a fiduciary capacity, in the highest spirit of responsibility. They are conveniently located at prominent transportation centers, easy of access from all points. Your inspection is invited. Learn how goods are cared for in David Storage."

A bit long? Yes. But desirable storage customers do not select a warehouse in the same manner that a purchase is made in the five-and-ten-cent store.

The idea must be incubated. And women of judgment want to know as much as possible about the character of the place where their household belongings will be placed.

Even if a woman is not at the moment considering placing the goods in storage, advertising 'copy' like this is acquainting her with the possibilities of economy and freedom from responsibility and may be called to mind later on when some new condition arises.

### Careful Lay-out

But first of all her attention must be attracted to the advertisement. There are so many things bidding for her interest when she reads the newspaper that the furniture warehouseman must make it difficult for her to pass by his announcement.

Newspaper space should be laid out as carefully as storage space.

# A Body Building Department Pays When Large Fleet Is Operated

## *Some Thoughts on Types, Construction and Painting*

**I**N designing a body there are many features to be kept in mind—adaptability to service, lightness of construction, and cost.

When an order is placed for a body the designer must be advised of the purposes for which the car is to be used. Practically every class of service makes specific demands, as is very evident when we pause to consider the various types of cars which are daily observed. Department stores, especially those of the larger cities, require bodies that are designed to meet certain types of service-transporting sales.

It is very difficult to transport furniture in a body designed for parcel delivery. Likewise, we must consider whether the truck is to be used for city or suburban delivery service.

In considering adaptability we must bear in mind that the body must be distinctive and attractive. To secure these results the designers must pay strict attention to proportion and gracefulness of lines. Lack of skillful and artistic design often makes the body appear clumsy and top-heavy.

### *Weight Is Essential*

The weight of the body is an important feature, as related to upkeep of the car, for we well know that the heavy car consumes more oil and gasoline than the lighter weight car. We cannot, nevertheless, sacrifice strength of body for lightness in construction. Therefore it is important that we obtain maximum strength and maximum weight.

The cost of a body may be controlled by relative existing conditions. Often times the budget system of a store will not permit more than a certain sum of money to be expended on this item. This may curtail the design of the car. However, it is not necessarily an undesirable feature, because it is constantly evident that the largest and most expensive creations are not always the most perfectly designed.

Having determined on the design to be used, the next and most important step is the construction of the body.

The various materials which enter into the construction of a body are: Lumber, steel, iron, leather, bolts, wire brads, wood screws, oil duck, twill, drills, celluloid, glass, wire screens, nails,

chains, excelsior, hair, white lead, glue, cushion springs, sheet aluminum, pantasote, twine and tacks.

Lumber is the most important of these materials and it is very necessary that it should be properly seasoned to produce the highest type of construction, as poorly seasoned lumber will produce loose joints and creaking. This is one point upon which body builders agree.

The lumber to be properly conditioned for body building should be air dried

---

**SOME** warehouse companies find that it pays to have their own body building department if they operate fleets of motor trucks.

This article, dealing with service, construction and cost with relation to body building, is in part the report of the body and painting committee of the Retail Delivery Association of the National Retail Dry Goods Association. It contains also some valuable suggestions as to van appearance.

"A body building department always pays," the committee's report says, "if the fleet is of sufficient size to warrant the increase in overhead that will be entailed by the employment of capable men to superintend the work and at the same time keep the workmen busy at all times."

---

(one year for every inch in thickness) then put through a graduating dry kiln process. The exhaust method being preferable to the live steam method because it does not injure the fiber. It is very difficult to secure lumber processed in this manner, for the body builder, as a rule, does not have the facilities to season his own lumber and consequently must buy from the small jobber who frequently sells you lumber, making an additional charge for kiln drying when he does not have a kiln.

The general procedure and methods employed in constructing a paneled parcel delivery body are to first construct your framework of high grade white ash,

with mortise and tenon closely fitted where possible, which are held together by the use of wood screws and glue. Sufficient number of strainers, tough in texture and small in size, should be inserted to reinforce body. Reinforcing irons should be closely fitted to body. The parts to be iron should be coated with white lead, and irons held in place by use of bolts and rivets. The panels are next applied to the framework, and the body then finished off with moulding.

There is another type of body which is used for parcel delivery and the construction of which is similar to the panel body, except that wire screens, roll curtains are used in place of the panels.

This type of body, where it can be used, has several advantages, namely economical upkeep, easy access to parcels, greater carrying capacity and elimination of housings over wheels.

Bulk bodies which are used in connection with heavier loads are built on same general lines, with heavier construction in proportion to increased load to be carried used throughout.

Furniture vans are of somewhat different type and vary greatly in design and construction.

A body building department always pays if the fleet is of sufficient size to warrant the increase in overhead that will be entailed by the employment of capable men to superintend the work and at the same time keep the workmen busy at all times.

Another feature of having your own body shop is that you are always in a position to make emergency repairs without any great inconvenience and without keeping trucks out of service for any length of time. Otherwise you are at the mercy of individual body builders.

### *Painting*

**P**AINTING of a motor van may be compared with the trimming of a Christmas tree. You may have a fine delivery body from point of design and construction, but if the painting is not properly executed with the correct combination of colors the whole is not effective, as it will not prove attractive; painting is more noticeable to the public perhaps than any other point.



It is important to secure a good color combination. Especially is this true if a large fleet of cars is maintained, for very often a truck is recognized by the color combination used when the name on the truck is not recognizable.

Several very pleasing and attractive color combinations may be had by taking advantage of color combinations as they are applied to the different parts of the truck. Some of those that are very good are as follows:

1. Upper and lower panel, carriage part like.

Letter panel, red.  
Chassis, red with black striping.  
Fine line of gold following inside edge of panel.

2. Upper and lower panel.  
Letter panel, bright red.  
Chassis, red with black striping.  
Fine line of gold following inside edge of panels.

Black trimmings.  
3. Upper and lower panels, dark green.

Letter panel, light green.  
Chassis, straw colored with black striping.

Fine line of black following inside edge of panels.  
White trimmings.

4. Upper and lower panels, Lincoln blue.

Letter panel, light blue or white.  
Chassis, red.  
Black trimmings throughout.

The matter of workmanship is very important, as all paint must be properly applied or finish and durability will be lacking; hence it is very important to employ only the best workmen obtainable. It is advisable to have help specialize on various operations, such as chassis

cleaner, and painter, surface painter, and finisher. In this way it is possible to reduce the cost materially, as one readily can see that it does not pay to have a finisher cleaning chassis.

Materials generally used in painting should be of the best grade so as to produce good finish, give life to paint and prevent checking. Those used are white lead, linseed oil, spirits of turpentine, rough stuff, sand surfaces, ground colors, color varnish, rubbing varnish and finishing varnish.

The best materials are all the cheapest in the long run and do not enter greatly into cost of painting, as labor is greatest item. Be sure no substitutes are used if work is being done outside of shop.

A great many methods of painting are in use, but fundamentally there are only two which are applicable in the store maintenance departments or to bodies for store delivery service. These methods are known as the brush method and the spray method. The operations, used in both in their logical order, are as follows:

#### Brush Method

1. Coat of priming (mixture of white lead and linseed oil).

2. Light sand coat.

3. Coat of "half and half" (mixture of white lead, linseed oil and turpentine).

4. Four coats of "rough stuff" (mixed substances to be applied in cross coats).

5. Guide coat, and rub down to smooth surface with brick pumice stone. Be sure all holes and checks are filled.

6. Ground color.

7. Color varnish and rub lightly with wire wool or haircloth when thoroughly dry.

8. Apply striping and cut in mouldings.

9. Coat of varnish, and allow to stand for at least 24 hours before smoothing with pumice stone and water.

10. Wash and clean body thoroughly.

11. Coat of finishing varnish. The spray process is used principally to get production rather than quality. The varnish is considerably lighter in body than that used in brush method.

#### Spray Method

1. Coat of prepared liquid primer.  
2. Light coat of lead and hand operation of applying sheeting, or knife putting, should be applied smoothly with no laps.

3. Sanded lightly.

4. Coat of lead.

5. Two coats of sand surfacer.

6. Sand out to smooth surface with sandpaper.

7. Apply ground colors.

8. Color varnish.

9. Finishing varnish must be applied by hand as there are no machines which are capable of applying a heavy varnish on any car.

A new process that is more or less in the experimental stages is the du Pont Cellulose enamel process; the finish is very hard and durable but is dull and does not give body appearance that varnish will.

When metal panel bodies are being built it is possible to have the paint in ground colors baked on the enamel before it is fitted into the body. This is a very good procedure if new bodies are being painted.

Brush methods will give best results under general conditions.

## Moreland's New Drop-Frame Chassis Equipped with Body for Transporting Household Goods

ILLUSTRATED herewith is a new drop-frame chassis, equipped with moving van body, which has been put in production by the Moreland Motor Truck Co., Los Angeles. Beside it is shown a truck of different type. The advantages of the Moreland low frame chassis are set down by the manufacturers as follows:

#### Five Features

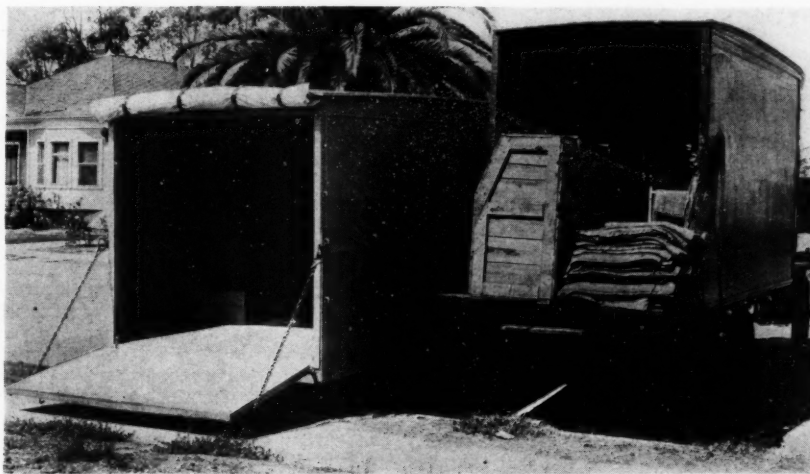
1. Extreme ease of loading and unloading on account of the low construction.

2. Low center of gravity assures safety in turning corners.

3. Special flexible springs, together with low center of gravity, give smoothness and comfort in running and ease in driving.

4. The light yet strong construction, together with the powerful motor, imparts speed for short or long deliveries.

5. Pneumatic tires assure minimum damage to goods transported.



Contrasting Moreland drop-frame truck chassis with another type of moving van

# FROM THE LEGAL VIEWPOINT

By George F. Kaiser

## Discussion of Warehousemen's Lien Case in Buffalo

**L**EGAL Editor, *Distribution & Warehousing*: There has been some confusion among the storage companies of this city [Buffalo] regarding the validity of a warehouseman's lien for storage charges in event of recorded chattel mortgages and recorded bills of sale.

A very friendly feeling has existed in this city between the furniture houses and the storage warehouses. The storage warehouses have readily given information and assistance to the furniture dealers and the furniture dealers have promptly paid charges accrued on goods stored.

We recently had an experience where a furniture house demanded delivery after replevin and after verbal promises to pay our charges, and in this case the furniture house was advised by their attorney that it was entirely unnecessary to pay our charges. It was a small matter of a few dollars and rather than stand suit we allowed the articles to leave our warehouse without the charges.

Will you please advise whether the warehouseman's lien for storage charges on goods held on recorded instruments is valid?

Our attorney advised us that the warehouseman's lien is secondary in these cases and charges have been paid by the furniture dealers because of the resulting good will from the warehouses. We were under the impression that our charges came first.

I am sure that this matter will be of interest to all storage companies in this State and the status of the lien on these circumstances must be clearly defined by statute and decision.

We are inclosing stamped self-addressed envelope for your reply.—A. H. S. Co., Buffalo, N. Y.

Answer: You have been properly advised by your attorneys. Your lien as a warehouseman is inferior to the lien of the holder of a prior properly recorded chattel mortgage in New York.

This has been held in the case of *Ludwig vs. Roth*, 67 Misc. 458, *Bauerman vs. Jefferson*, 4 Misc. 147, and numerous other cases.

In this State, by Section 112 of the General Business Law, a warehouseman has a lien for all lawful charges for storage and preservation of the goods; also for all claims for money advanced, interest, insurance, transportation, labor, weighing, coopering, and other charges and expenses in relation to such goods; also for all reasonable charges and expenses for notices and advertisements

of sale and for sale of the goods where default has been made in satisfying the warehouseman's lien.

This lien may be enforced against all goods whenever deposited belonging to the person who is liable as debtor for the claims in regard to which the lien is asserted, and also against all goods belonging to others which have been deposited at any time by the person who is liable as debtor for claims in regard to which the lien is asserted, if such person had been so intrusted with the possession of the goods that a pledge of the same by him at the time of the de-

pairing or furnishing supplies to a motor vehicle should have priority over the lien of a prior properly recorded chattel mortgage, the lien of a warehouseman should not also take such priority.

The reason I suppose that warehousemen have an inferior lien is because they have never been interested or aggressive enough to have a prior lien law adequately protecting their rights introduced and passed in the New York Legislature. I shall be very glad to cooperate with any one who desires to have such a bill introduced.

Gentlemen, it is up to you.

### Theft Responsibility

**L**EGAL Editor, *Distribution & Warehousing*: The question has come up as to whether a warehouse company is liable in case the warehouse is broken into and goods stolen. Presuming, in this case, that care is taken that all doors are securely locked at night, but no watchman service provided.

We attach hereto copy of our warehouse receipt, wherein you will note that we assume no responsibility for any cause except such loss or injury is the result of the failure of the Iowa Warehouse Company to exercise such care in respect to such goods as a reasonably careful owner of similar goods would exercise under similar circumstances. We would appreciate a prompt reply.—I. W. Co., Waterloo, Iowa.

Answer: I note from your letterhead that you do a general warehouse and transfer business; that you solicit furniture storage and forwarding and automobile storage and distributing.

My reason for paying particular attention to the foregoing is because, in my opinion, your liability in this case depends after all on the character and value of the goods that you store.

If, by way of illustration, you are engaged in storing coal or lumber, it might not be necessary for you to hire a watchman.

On the other hand, if you were engaged in storing diamonds or pre-war liquors, I think you will concede it would be downright negligence on your part to allow such valuable property to remain in storage without at last being guarded by a watchman.

You are bound to use ordinary care to protect the property in your charge. Ordinary care is the kind of care that a reasonably prudent man would use concerning his own property. This, of course, as I have said, will depend upon the value and character of the property.

### What Don't You Know?

**M**R. KAISER answers legal questions on warehousing, transfer and automotive affairs.

There is no charge for this service.

Write us your problems. Publication of inquiries and replies gives worth-while information to you and to your fellows in business!

posit to one who took the goods in good faith for value would have been valid.

The foregoing is the way the General Business Law sections referring to warehousemen's liens read.

Now, just as a matter of general interest, I may point out here the difference in the scope of the lien given to a bailee of motor vehicles in New York State. Section 184 of the lien law giving this lien reads:

"A person keeping a garage or place for the storage, maintenance, keeping or repair of motor vehicles, as defined by article eleven of the highway law, and who in connection therewith stores, maintains, keeps or repairs any motor vehicle or furnishes gasoline or other supplies therefor at the request or with the consent of the owner, whether such owner be a conditional vendee or a mortgagor remaining in possession or otherwise, has a lien upon such motor vehicle for the sum due for such storing, maintaining, keeping or repairing of such motor vehicle or for furnishing gasoline or other supplies therefor and may detain such motor vehicle at any time it may be lawfully in his possession until such sum is paid."

There seems to be no good valid reason why, if the lien of a man storing, re-

I find no decided case in your State on this point. There is a case, that of *Grady vs. Blue Line Transfer & Storage Co.*, reported in 190 N. W. 375, holding that under Iowa Code Supplement, 1913, paragraphs 3128, 3128a-31, making a warehouseman, in the absence of an agreement to the contrary, liable for loss or injury to goods only where caused by failure to exercise ordinary care. An owner who sues for damages to stored goods has the burden of proving that the damages resulted from the failure of the warehouseman to exercise such care.

The prevailing rule is well stated in 3 R. C. L., 151, as follows:

"But if the bailee proves that the property was stolen or destroyed by fire or accounts for his failure to return or for the injury any other way, which does not on its face involve negligence or call for further explanation, the bailor must prove negligence."

In 27 R. C. L., 1002, it is said:

"When the depositor of goods in a warehouse demands their return, and the warehouseman fails to comply, it is incumbent upon the latter to give an explanation of his failure or to become responsible for their value, but some conflict of authority has arisen as to

the extent and sufficiency of such explanation. According to the weight of authority, the warehouseman fulfills his duty by showing a loss of the goods through fire, theft, leakage, or act of God, and the depositor if he seeks to hold the warehouseman on the ground of negligence in the care of the property has the burden of producing evidence showing such negligence resulting in the loss."

All that the testimony shows in this case is that the bailee did not return the goods because they were stolen by two of its employees, without its knowledge or connivance. Under ordinary circumstances the mere fact that the goods in storage have been stolen no more shows negligence than the fact that, in a personal injury case, the plaintiff was injured while in the employ of the defendant shows negligence. The burden here was on the respondent to show that the theft of its goods was the result of some negligent act of the appellant. Mere proof of these is not proof of negligence. (40 Cyc. 470; 27 R. C. L. 1002.)

The following are some of the additional cases holding to this doctrine:

*Cheshire vs. Bailey*, 1 Am. & Eng. Ann. Cas. 94; *Schmidt & Webt vs. Blood*

& *Green*, 9 Wend., N. Y. 268, 24 Am. Dec. 143; *Meridian Fair & Exposition Assn. vs. North Birmingham St. Ry. Co.*, 70 Miss. 808, 12 South. 555; *Stone vs. Case*, 34 Okla. 5, 124 Pac. 960, 43 I. R. A. (N. S.) 1168 and note; *Higman vs. Camody*, 112 Ala. 267, 20 South. 480, 57 Am. St. 33; *Lancaster Mills vs. Merchants' Cotton Press Co.*, 89 Tenn. 1, 14 S. W. 317, 24 Am. St. 586; *Stewart vs. Stone*, 127 N. Y., 500, 38 N. E., 595, 14 L. R. A., 215; *Cumnis vs. Wood*, 44 Ill. 416, 92 Am. Dec. 189; *Yazoo & M. V. R. Co. vs. Hughes*, 94 Miss. 242, 47 South 662, 22 L. R. A. (N. S.) 975 and note; *Schouler's Bailments and Carriers* (3 ed.), p. 29, and note; *Van Zile on Bailments and Carriers* (2d ed.), 202 et. seq.

In view of the foregoing citations and the fact that a warehouseman is liable for loss of goods by theft or embezzlement only if the loss was due to his negligence or other fault, my opinion is that you would perhaps not be held responsible in view of the character and value of the goods you store—unless, of course, it is the custom of all other like concerns in your locality to employ a watchman; but my advice would be to employ one and be safe, as the question is a close one.

(Ala.) Gen. Acts 1923, p. 492, art. 34, §6, requiring public warehousemen to file with judge of probate a bond "with some surety company that has complied with the laws of the State of Alabama as a surety," is a valid exercise of the police power, and bond executed with individual sureties was properly rejected.—*Fairecloth-Segrest Mercantile Co. v. Roach*, 100 So. 908. Key No. 2.

(S. C.) While a warehouseman cannot, for purpose of promoting his own advantage, dispute bailor's title, generally, he is justified in delivering goods to one entitled to possession whether he is bailor or another.—*Clowney v. Rivers*, 123 S. E. 79. Key No. 25 (1).

(N. D.) The interest of the holder of a storage ticket for grain deposited with a warehouseman attaches proportionately to the extent that is required to redeem all outstanding storage tickets to all the grain of kind and quality described in his receipt that may at any time subsequent to its issuance be received on account of general storage into the warehouse; and this is so even though at an intervening moment there may be no grain whatsoever therein.—*Carson State Bank v. Grant Grain Co.*, 197 N. W. 146. Key No. 16.

**R**ECENT legal cases of interest to warehousemen are digested herewith. A full printed report of any case may be obtained for twenty-five cents by addressing the editor of *Distribution & Warehousing* to cover publisher's costs. Key number should be specified.

(Ga. App.) A warehouse receipt, providing for storing cotton and requiring warehouseman to keep it insured for owner's or transferee's benefit, held not invalid as lacking consideration; the owner having agreed to pay storage charges in consideration for the warehouseman's promise to store the cotton and keep it insured as provided in the receipt.—*Clark Cotton Co. v. Jones*, 121 S. E. 519. Key No. 22.

(In a suit by the transferee of a warehouse receipt against the warehouseman to recover for the loss of cotton which warehouseman should have kept insured as required by the receipt, defendant's liability was not defeated because plaintiff had received a loan from the insurance company of a sum of money representing the damage to the cotton covered by the receipt, which loan was made under an insurance policy carried by plaintiff on cotton belonging to him, providing that the policy should not cover cotton for which any bailee might be liable.—*Id.*)

(Wash.) Uniform Warehouse Receipts Act (Rem. Comp. Sta. §§ 3634, 3635), as to negotiation of a negotiable warehouse receipt, merely prevents the assertion, against its transferee, of a secret lien or title, or one accruing subsequent to its issuance.—*Arnold v. Peasley*, 222 P. 472. Key No. 17.

(The marketing agreement between a wheat grower and a wheat grower's association is at most in the nature of a secret lien, whereby, in the absence of notice, neither the subsequent mortgagee of the growing crop nor the warehouseman issuing a warehouse receipt for the harvested wheat would be affected.—*Id.*)

(Ga.) Where the tender by a warehouseman of the identical articles stored, and for which he had issued receipts, was accepted by the assignee of the receipts under protest and notice was given of nonwaiver of rights, such acceptance did not extinguish any right or claim which the assignee might have against the warehouseman by failure to comply with the receipts, it not appearing whether the warehouseman agreed that such acceptance might be made without such waiver.—*Citizens' & Southern Bank v. Union Warehouse & Compress Co.*, 122 S. E. 327. Key No. 25(1).



# Taking Care of the Motor Truck During the Winter Months

## *Some Precautions Regarding Radiator, Cooling System, Batteries, Parts and Garage, Suggested*

By PHILIP L. SNIFFIN

**W**INTER problems of motor truck operation have always been the cause of much worry and expense for those warehouse and transfer companies which must maintain their hauling schedules regardless of weather conditions.

Dependable service from motor truck equipment during the cold winter months can be obtained only if definite precautions are taken against the breakdowns and irregularities that occur so frequently. Moreover, it is true that

strenuous winter conditions without these precautions inflict a wear and tear on the machines that materially shorten their serviceable lives and lengthen the charges of maintenance and repair.

It will be timely and helpful in this issue of *Distribution & Warehousing* to point out just what these precautions are and how the warehouse owner may establish the kind of service policies that will give his trucks a fair chance during the next few months of operation.

### *Care of Radiator*

**T**HE radiator is perhaps the one part of a truck that causes the most trouble in winter. A very common mistake is that of providing a radiator cover, or throwing a blanket over the hood of the truck when it is left standing, with the belief that this will keep the cold out and retain the heat of the engine. While it is true that this does help some, it should not be depended upon to any great extent, as the biggest source of cold air is from underneath the truck where protection is not available.

For this reason, if the truck is to remain idle out of doors when the temperature is below freezing, and when there is no anti-freezing solution in the radiator, the engine should be started and run for a few minutes at frequent intervals.

The writer has found that results from the various prepared anti-free solutions that are on the market are, for the most part unsatisfactory. While most of these will serve the purpose for which they are intended, a good many have an injurious effect upon the cooling system. A recognized authority on this subject gives the following specific recommendations:

"Denatured alcohol is the best substance to use as a nonfreezing solution, as it has no destructive action whatever on either metal or rubber, makes no de-

### **YOUR BUSINESS AND THE MOTOR TRUCK**

**T**HIS is the twenty-sixth of a series of articles by Mr. Sniffin in relation to motor truck operation and deals with precautions which the warehouse executive should take in keeping his vehicles fit for use during the winter months.

Formerly with the International Motor Co., Mr. Sniffin, a motor truck advisory engineer, is a recognized authority on motor truck topics. He has been making a special study of truck operation in relation to the public warehouse industry in order to write these articles.

posits, and never causes electrolytic action. A solution of 50 per cent water and 50 per cent alcohol will stand about 32 degrees below zero. The only disadvantage is that it evaporates more readily than water, so that when adding new solution more alcohol than water must be added in order to keep the solution of the same strength. The combination of alcohol, glycerine and water

seems to give very good results. In this combination, equal parts of alcohol and glycerine are used. The alcohol has a tendency to overcome the destructive action of the glycerine on the rubber connections, and the glycerine keeps the alcohol from evaporating too rapidly. The freezing point depends on the strength of the solution. A solution of 60 per cent water and 20 per cent each of alcohol and glycerine freezes at 24 degrees below zero. The proportions must be governed by the locality in which they are used."

### *Cooling System*

**A** COMMON mistake and often an expensive one is to neglect the regular cleaning of the truck cooling system. Once an operator has put a non-freeze solution in the radiator he feels that it is wasteful to drain it out for cleaning. But authorities on maintenance agree that the cleaning is necessary, perhaps not as often as in summer but at least at periods of from three to four weeks.

The proper way to clean the cooling system is to flush it with a stream of warm water (if possible) under pressure by forcing it through the system in the reverse direction to which the water flows when the engine is operating. To accomplish this, disconnect the radiator at the lower connection and insert a hose so that the water is forced in at the bot-

tom of the radiator. This should remove all loose dirt and sediment. In case there is a plug in the front of the radiator it may be removed and the water forced in at this point. In this case the lower hose connection to the radiator must be plugged.

After the engine has been used some time and the cooling system refilled a number of times, probably with all kinds of dirty water, a deposit will form on the inside surfaces of the entire cooling system. This prevents proper cooling of the cylinders and of the water in the radiator.

To remove this scale dissolve six pounds of washing soda in five gallons of boiling water and pour this into the radiator, leaving it in the system while the car operates for a day. Then drain out and flush the cooling system with clean water and refill.

#### Avoid Frozen Batteries

**A** FREQUENT unnecessary expense connected with the use of motor trucks comes from storage batteries which are neglected and allowed to freeze in cold weather. A reading by hydrometer should be taken once in two weeks to determine the specific gravity. The following table shows the temperature at which the solutions of different specific gravity will freeze:

Specific Gravity	Freezing Point
1.150	20 degrees above zero
1.180	zero
1.215	20 degrees below zero
1.250	60 degrees below zero

If the specific gravity is too low the battery should be charged immediately to prevent freezing. An additional point is that distilled water should be added regularly so that the solution will always cover the top of the plates. If the specific gravity of one cell shows it to be considerably lower than that of another this indicates that the cell is out of order and should be repaired or replaced, as it is liable to freeze and render the rest of the cells ineffective. Likewise, if one cell requires more water than the others it shows that the jar is cracked and should be repaired.

If the battery is to be removed for recharging be sure to see that another battery is put in its place. Otherwise the generator is liable to be burned out. In case this is impossible or undesirable the generator may be saved by grounding or shortcircuiting the brushes, directions for which are usually contained in the truck maker's instruction books. However, the safest course is never to drive the truck without a battery on the line from the generator.

In the case of a light truck, equipped with a self-starter, there is usually a severe strain inflicted on the battery in starting on cold mornings. It will help to remember that several attempts at starting of a few seconds duration each do not so seriously drain the battery as keeping the starter in motion for a long period continuously.

#### Points on Winter Driving

**S**OME of the obstacles confronting the truck's work may be eliminated if the following suggestions on driving are kept in mind:

Carry a shovel, pick, box of sand and chains in the truck whenever pavements are slippery. These will serve to provide traction when necessary.

Most trouble from accidents in winter comes from driving fast down hill. A truck is almost unmanageable when brakes are suddenly applied going down a slippery grade. Even though your truck may have non-skid chains it is necessary to look out for the other fellow as well.

The driver who brings his truck to a sudden stop and then leaves it standing for some time will invariably find that it is hard to get traction in starting. This is because ice has formed under the wheels, and it can be avoided by releasing the brakes just before coming to a stop and allowing the truck to coast the last few inches.

Many drivers of motor-driven cars attempt to start their trucks by first racing the motor, then suddenly releasing the clutch pedal and keeping the motor running at a high speed. Then they wonder why the wheels simply keep spinning on the slippery pavement and the truck does not move. It is important to remember that traction between the rear wheels and the road is the first essential. This can be obtained more readily by starting very slowly—that is, by feeding gasoline moderately and working the clutch gradually. In other words the motor should not be accelerated any faster than the wheels will move.

There is one particular precaution that the owner should take in operating a truck over slippery pavements, and that is to avoid overloading; or, if this is impossible, to see that the trucks are driven accordingly. When excessive loads are carried this not only adds to the rolling motion of the truck downhill but it reduces the effectiveness of the brakes in stopping the truck at any time. Therefore the driver should take into consideration the effect of an overload and exercise commensurate judgment in this respect.

It is very difficult to prevent spinning without traction devices. Often by throwing a little sand, straw, excelsior or an old sack under the wheels it will assist in getting started.

Do not spin the wheels to get traction, as this reduces the grip of the tires on the roadbed.

Do not speed the truck in either gear nor apply the power suddenly. This strains the engine and transmission, and burns and wears the rubber in tires.

Better results are obtained when on slippery pavements or ice if the truck is started slowly.

The minimum use of skid chains when not needed for traction means the maximum service and wear in the tires. The average driver dislikes to get out in the mud or snow and put his chains on the wheels. This may be due to the difficulty in installing non-skid chains. For this

reason chains should be used that can be applied and taken off quickly, and should only be used when necessary to obtain traction.

Chains should not be left off until the truck is buried to the hubs, but should be installed for the purpose of carrying it through these places, and it is hardly necessary to use them except when the truck is obliged to use low speeds in pulling.

Never use chains on hard roadbeds unless necessary to obtain traction. Chains are so constructed as to grip the ground and are necessary only when they imbed themselves in the roadbed. On hard surfaces where they do not imbed themselves in the roadbed this pressure is taken up by the tires and eventually cuts into the rubber, and in a short time will ruin the tires.

It is much better to take the chains off when not in use, thus saving the wear on the tires, and to reduce the vibration of the mechanical parts of the truck. Time in taking them off can be quickly made up in actual running without chains.

The momentum of the truck will often carry it through a short bad stretch. Before starting through such roads the shifting lever should be put in low gear. To stop in a mud hole to change gears means only to stay there indefinitely. There is only one surety of pulling through bad stretches of road. Install chains beforehand and avoid getting stuck and laboring under hard conditions to get out. This preparedness saves a great amount of lost time and hard work and it requires only a few minutes to install proper traction devices, while it may require a matter of hours to get out if they are not put on.

Poor traction in snow banks and drifts is caused by the resistance against the front wheels. It is necessary for the front wheels to form the opening track, and instead of climbing the drifts and cutting the path, the wheels push the snow ahead.

Regardless of the type of delivery truck employed, it is well, in the interest of efficient delivery work during the cold winter months, to consider the advisability of providing closed cabs and an arrangement for heating the cab from the exhaust of the motor. In very cold climates this is a real necessity and the extra cost involved will be made up for by increased efficiency on the part of the drivers.

It is an almost irresistible temptation—and a most natural one—for the truck driver who is forced to drive with an open cab in bitterly cold weather to stop off now and then on the road to get "warmed up." The wise operator will look after the comfort of his drivers and remove this temptation.

#### Other Truck Parts

**C**ERTAIN other parts of the motor vehicle should receive special attention during winter. These suggestions may be briefly listed as follows:

1. Ordinarily it is necessary to change carburetor adjustment, giving a slightly richer mixture for best results

in cold weather. Great care should be taken to see that adjustment, when made, is correct and then left alone. It is impossible to maintain proper carbureter adjustment if the driver tinkers with it every time the engine shows the least irregularity of running.

2. Drain gasoline tank and carbureter of sediment accumulated at traps so that no water may be present in any of the connections to freeze and cut off the fuel supply. If a considerable quantity of water is present it may crack feed pipe or connections when freezing.

3. The use of a lighter grade of motor oil is to be recommended for most vehicles, as it will flow more readily when cold. It is always wise to drain and clean the crankcase at the beginning of a winter season.

4. The steering gear housing and steering connections should be cleaned and packed with light grease, and covered on the outside with heavy grease to prevent the entrance of water while the truck is exposed to snow and sleet.

5. Springs should be slushed with oil so that no water can work in between the leaves to cause rust and freezing.

6. Fill all grease cups with soft grease. Heavy grease will harden and pack in cold weather and will not reach the bearing surfaces.

7. Cover exposed unpainted parts with oil to prevent rust.

8. In the case of chain-driven trucks, take off driving chains, clean with kerosene, then with gasoline, dry, immerse in hot heavy lubricant, and wipe off outside.

#### Heated Garage Helps

**N**O matter whether the truck system comprises one machine or a large fleet it is strongly advised that provision be made for heating the garage. Some of the most important advantages of a heated garage may be briefly summarized as follows:

1. A heated garage will help eliminate frozen radiators. Anti-freeze compounds are apt to evaporate, especially if the engine overheats, and the extreme cost involved in a frozen radiator warrants every precaution against it.

2. Starting a cold engine not only requires considerable time but means that the choke must be used to give a rich mixture which increases carbon deposits.

3. Gasoline cannot readily vaporize when the cylinders and carbureter are cold, causing the engine to kick and sputter when being started. The result is a great strain upon the motor.

4. A cold garage will cause no end of storage battery trouble when the truck is equipped with a self-starter, as the extra load put onto the battery in starting will soon discharge the battery, causing what is known as "overcharging" which is responsible for most all battery troubles.

5. In a cold garage oil becomes thick and ineffective, resulting in excess wear on the bearings before the truck is warmed up.

6. A heated garage will save the truck's finish, as when cold, moisture slowly accumulates under the varnish and freezing, and cracking results.

7. Moisture also enters the fabric of the tires through cuts. This freezes in a cold garage and eventually ruins the tires.

8. A warm garage affords convenience in oiling, repairing, adjusting, etc., which, if neglected, will materially shorten the life of the truck.

## Norfolk Corp. Adds 150,000 Square Feet to Port's Warehouse Facilities



Storage and other waterfront properties of Norfolk, Va., Warehouse Corp.

**T**HE Norfolk Warehouse Corp., Norfolk, Va., which this year branched away from doing strictly cotton compression and storage business, has set aside a portion of its Atlantic City, Va., plant to be known as the merchandise storage department, for the storage and distribution of general merchandise.

The entire Atlantic City plant covers approximately 400,000 square feet. To the merchandise storage department has been allotted about 150,000 square feet. The new department's business is not, however, to be restricted to the present Atlantic City capacity, it is announced by A. J. Walker, manager; when business demands, the one-story buildings now in use will be replaced with eight-story modern concrete storage structures.

The merchandise storage department has been established in line with the ef-

forts by Norfolk's municipal, civic and business organizations to promote the port as a shipping and distribution center. In addition, the company controls 125,000 square feet of space at the Norfolk Army Base, where two compressors are operated.

#### Piers and Rail Sidings

The Norfolk corporation's water facilities consist of deep water slips and 2000 feet of wharfage. Rail sidings on the Norfolk & Western Railway line give direct rail connections with all roads entering the city. The present track capacity of twelve cars is to be increased to thirty cars as business warrants. The Atlantic City plant is within one mile of the jobbing district, and daily trap car service will be operated; and is equally convenient to all steamship piers, for

water shipments. A sprinkler system is being installed for the entire Atlantic City property and will be completed about Dec. 15, assuring low assurance rates. A trucking department is to be organized, with sufficient equipment to meet requirements.

The executive personnel of the new merchandise storage department includes prominent Norfolk citizens who are well known in cotton activities and on the New York and Southern Cotton Exchanges. Mr. Walker, the manager, was formerly with the Bush Terminal Co., New York, and was later vice-president of Distribution & Warehouse Service, Inc., Brooklyn.

The company is a member of Distribution Service, Inc., and recently joined the American Warehousemen's Association.



# TWO BITS

Vol. V. No. 6

*A Bit Here, A Bit There* Gotham, December, 1924

## Storager Starts Fund to Finance Ye Ed.'s Golfing Utensils

AT last we are seemingly on our way to get some golfing utensils to go with the 1 mid-iron which Syd Green, the Petersburg, Va., storager gifted us with about several mos. ago. Nobody has yet sent us any more clubs, bag, etc., but a Boston storager who signs himself "Sub Scribe R" has donated us with a silver quarter as an initial fund with which to buy them. "Sub Scribe R" accompanies the coin by the following letter:

"Since nobody has took pity on you & sent you 0 but sarcasm, why don't you advt. you will send your photo to the 1st club-donor, or offer to pay transp'n on any club donated? Some storager might have a old club which he had wore out which would be good enough for you to learn with but feel delicate about paying the freight to Gotham.

"Cognizant that you will never learn golf unless your 1 mid-iron gets augmented, I am enc. two bits to start a *Two Bits* golf club subscription. Deposit it in the savings bank, & if you live long enough, the dough will raise to the amount you can buy some golf clubs with unless somebody else takes pity on you.

"You might suggest somebody make his will in your favor as regards golf clubs."

The problem now is, who else in the storagers' industry is going to donate a dime or a quarter, or even a ½, toward the golf club fund which "Sub Scribe R" has inaugurated? Illustrated herewith is the manner in which letters ought to soon be pouring in on Ye Ed. containing coins, checks, unused postage stamps & internat'l money orders toward our golf club fund.

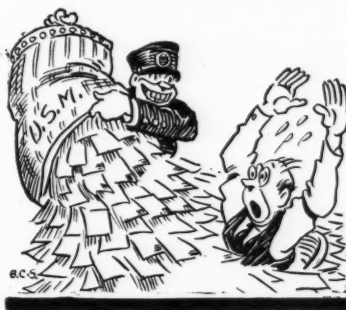
The 25c.-piece donated by "Sub Scribe R" has been deposited in a bank like he suggests & we got one of the tellers to figure out how much we would have at the end of 7 yrs. at 4 per cent compound interest providing nobody else sends anything to add to the fund, & the teller tells us that the sum will total as fol-

lows: \$0.32898293480896, or not quite 33c.

We wouldn't even pay that much for one golf ball.

We wouldn't even pay that much to a caddie to purloin a ball from an opponent's golf bag.

As to the various suggestions by "Sub Scribe R," we will be glad to mail our photo in return for a club, or to pay freight charges on a club, or to have a storager die & will us his clubs, what



we need being 1 brassie, 1 spoon mashie, 1 mashie niblick, 1 putter, also 1 good jigger, & 1 golf bag.

Meanwhile our physician is conducting tests to find out whether Ye Ed. is one of the neurological or cardiological types of human being who, according to Doc Clarence W. Lieb, ought not to play golf anyhow. Doc Lieb, writing in the *N.Y. State Journal of Medicine*, makes the following reports on blood pressure readings taken during golf games played by a 62-yr.-old golfer with a hypertrophied heart:

"Blood pressure, before leaving the locker room, 170.

"After driving two balls out of bounds—no onlookers—195.

"After five minutes' rest on second tee, 180.

"After excellent drive over hill, 195.

"After scolding caddie, who failed to find ball, 200.

"After putting a one-dollar wager on hole, 210.

"Just before driving over water hole, 195.

"After driving three balls into water hole, 230.

"After allowing twosome to pass through short rest, 200.

"After making sixth hole in par, 195.

"Blood pressure averaged 175-240 between 6th and 15th holes.

"Before driving off 15th tee, 245.

"Poor score, sore toe and sense of fullness over heart on 16th tee before driving, 245.

"At rest five minutes after playing 18 holes, 220.

"At rest thirty minutes after playing 18 holes, 210.

"Next day, 175.

"Diastolic pressure was practically constant throughout these observations."

If the foregoing are at all important, what we would be interested in would be Doc Lieb's observations as to diastolic pressures on the following occasions:

1. Floyd Bateman, the Chicago forwarder, when he busted a c'ub at Excelsior Springs, Mo., last Oct.

2. Charley Charde, the Gotham storager, when he heard how Ye Ed. had busted one of his favorite clubs at Charlevoix last July.

3. Tom Jackson, the Chicago storager, when he took 14 strokes to get out of a sand pit at Mackinac Island in July, 1923.

4. Dan Bray, the Kansas City storager, when trying to stifle Aldermanic profanity after slicing into a frogpond.

5. Ye Ed. when (a) making his first hole in par; (b) missing a 6 in. putt by a margin of 3 ft.; (c) shooting craps with a caddie; (d) actually being donated with another club to go with the 1 mid-iron which Syd Green, the Petersburg, Va., storager, gifted us with.

Blood pressures should average 875-940 on such occasions, with the 1,000-mark easily exceeded when Charley Charde heard how we demolished his club at Charlevoix.

We have removed the bathing girl sticker from the windshield of our auto on a/c the cold weather is making her shiver & that makes the windowglass rattle so much that we can't tell when

anything is wrong with the engine.

Tom Skellet, the Minneapolis storager, contemplates a trip to Europe with his better ½ in 1925.

Pleasey Mills, the Des Moines, Iowa, storager, says that "Short skirts are a better ad. than any other 18-in. 2-column advt."

Is that hearsay or observation, Pleasey?

## Atlas Safe Deposit & Storage Co., Baltimore

# WHAT'S WHAT IN LXXIX



A STRIKING example of the high standard of modern household goods warehouses now being built is the new structure being put up by the Atlas Safe Deposit & Storage Co., Baltimore. It will stand six stories high, with full basement and mezzanine. Fireproof throughout and located on one of Baltimore's main boulevards, it will contain the company's headquarters offices as soon as it has been completed.

The contour of the ground is such that the office section and main entrance are at the second floor level, with the first floor and basement below the street level, with full light on three sides of the building from the first floor up. The property is provided with a side track to accommodate three cars at one spotting. The structure will be 50 by 100 feet, and the company has provided sufficient ground on which to duplicate the building as business may warrant.

The superstructure will be of reinforced concrete, all floors self-supporting, with curtain walls of brick and interlocking tile. In the use of the

brick and tile for enclosing walls the necessary rigidity and strength are attained, and a great advantage is obtained from the insulating properties of the wall protecting the house from extreme heat in the summer time and cold in the winter time.

The design is of a simple but effective type of architecture. The front elevation is treated with a blood-red, wire-cut brick trimmed with imitation stone. The front windows and doorway are protected with grilled steel bars of Verdi antique finish, suggesting security as well as adding much to the beauty of the front elevation.

The main entrance is directly in the center and through a fifteen-foot arch. In this enclosure a semi-elliptical transom effect floodlights the offices and mezzanine floor. Below are two side lights and the main door, giving a pleasing effect, being a practical way of lighting the interior of the main offices.

On entering the lobby one is impressed with the wholesomeness and beauty of the interior treatment, which, although simple, is effective and thoroughly practical. The main lobby is 15 by 26 feet. A terrazzo floor with border is provided, and marble wainscoting. A marble counter containing a bookkeeper's space grilled off at the right-hand side, and a cashier's space with grills at the left-hand side, with the main public counter in between, separates the main lobby from the clerical working space. Underneath the counters art metal cabinets are provided for all the paper work, files, etc.

Directly to the rear is the silver vault, with the vault door showing facing the lobby. In the front and to the right is the private office, and to the left the manager's office.

"Everlastic" cork tile floors are provided for the two offices and for the clerical space at the rear of the counter.

An arched doorway leading to the left of the lobby enters an alcove from which the men's and women's lavatories may be entered. To the left a corridor leads through a door directly to the stairwell or to the entrance to the clerical space in the rear.

Room for rug storage is provided directly in the rear of the lavatories, with entrance from the rear of the building. On the right-hand side a room for storage of trunks is provided. The balance of the second floor space is utilized for storage.

The first floor, beneath the main floor, is for open storage of merchandise or household goods, with doors leading directly to the rear for trucks and with side openings for immediate access to freight cars.

A twenty-foot elevator is provided, at the rear of the building at the right-hand side, which runs to the ground level or to the basement, in order that new automobiles, if stored in the building, may be unloaded at grade.

The basement is provided with packing room, excelsior vault, room for coal storage, and boiler room in the first forty feet of the building. A lavatory and a shower bath also are in the basement. The balance is used for open storage.

The first floor above the main floor at the street level is the mezzanine floor, which extends the full length of the building and is open through to the first floor above the corridor and clerical space. Piano storage is provided on both the right and left-hand sides of the balcony.

The rear sixty feet of the building is divided into small private rooms, which can be used either for small lots

(Concluded on page 40)

# NEW BUILDINGS

LXXX

Lehigh & New England Terminal  
Warehouse  
Bethlehem, Pa.

IN the center of a large and growing industrial district the Lehigh & New England Terminal Warehouse Co., Bethlehem Co., Bethlehem, Pa., has started erection of a new terminal building. Located on the main line of the Lehigh & New England Railroad, the site is two and a half miles from the center of Bethlehem, the same distance from the business of Allentown, three miles from South Bethlehem, ten miles from Easton, and within easy cartage distance of a number of towns.

The company has purchased eight acres of ground, and provision has been made for spotting ten cars at one time, with arrangements with the railroad so that fifty cars a day may be accommodated. At each spotting six cars may be taken care of in inclement weather directly in the building—four cars at a sheltered platform for immediate distribution. Good team track facilities on paved yards are provided.

The first unit will be 150 by 200 feet with approximately 250,000 square feet of floor space, of which 50,000 will be devoted to cold storage, 12,000 to household goods, and the balance to general merchandise.

The superstructure is entirely of reinforced concrete, flat slab system—all floors self-supporting—with curtain walls to consist of four inches of impervious hard-burned face brick and eight inches of heavy Dennison interlocking tile.

All exterior walls will be damp-proofed, to guarantee an absolutely dry house, with insulated walls to protect the interior against extreme cold or extreme hot weather, giving as nearly as possible an even, moderate temperature on the interior, regardless of weather conditions.

The architectural design is of the warehouse type, presenting an effect of strength, security and durability, reflecting the impression usually created by old forts and castles. While the treatment is simple, it is extremely effective.

The entire superstructure will be faced with a wire-cut face brick trimmed with pre-cast stone. The windows and doors of the first floor elevation will be protected by heavy grilled bars of an ornamental character.

The east elevation has seven driveway doors, each 20 feet wide, easily accommodating 14 trucks at one time. The driveways are under cover. The shipping platform, tail-gate height, is placed back 22 feet. The west elevation has eight driveway doors, each 16 feet wide, and two driveway doors, each 11 feet wide, which will provide sufficient space for 16 large trucks and 4 small trucks to load or unload at one time, or a total of 34-truck capacity. The rear shipping platform, with the double side track in the team yard, will permit the loading and unloading of 16 trucks, at a maximum, at one time.

The basement is divided into two sections separated in the center by an unexcavated portion under the double side track. On the east side, provision has been made for packing, crating, cooperage and repair shop, with necessary space for packing materials. This is at the extreme north end.

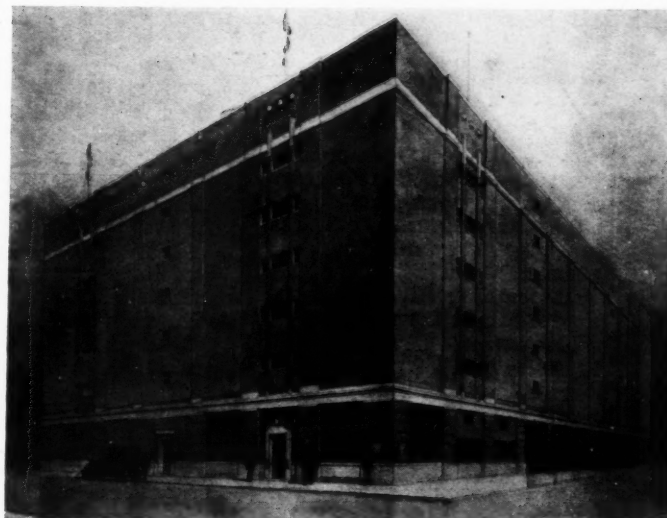
Directly to the south is an open space approximately 100 feet long, with an elevator opening at each end. To the south of this space is an additional open basement, approximately 60 by 60 feet, which is inclosed with concrete walls and may be used for storage of more valuable products. There are also two vaults located in this area, either or both of which may be utilized as humidors for storage of cigars and tobacco.

At the extreme south end is a connecting corridor which connects the two basements, separated by a steel door and a cold storage door.

A space approximately 85 by 60 feet is provided in cold storage for eggs, with an individual elevator. North of this is space for open storage, and the refrigeration machinery room with the engineer's quarters. This also is provided with an elevator. The engineer's room has closet space, stock space, shower bath and lavatory. The machinery rooms provide coal bunkers, coil rooms and a large room for refrigeration machinery bunker coils.

The general office space, approximately 60 by 60 feet, is located at the southeast corner of the first floor. Within the main entrance is an inclosure or lobby of 20 feet square, with a marble counter direct to the rear, an arm railing with gate on the left, and the manager's office to the left. The space to the left, about 20 by 40 feet, is used for general clerical space. The space directly to the rear of the marble counter is 20 by 20 feet and is used entirely for customers' information, etc. There is also a clerical space to the right of the counter, 30 by 20 feet,

(Concluded on page 42)





# Editorial Comment

## Mr. Coolidge's Election

THE outcome of the national elections is favorable to warehousing from the viewpoint of those storage executives who recognize the significance of the inquiry which is in progress by the Domestic Commerce Division and the Transportation Division of the Department of Commerce.

Election of Mr. Davis as President would have meant a new Cabinet without Herbert Hoover as a member. The retention of Mr. Coolidge probably assures that the Secretary of Commerce will remain where he is.

This is important to trade associations. Mr. Hoover early during the Harding Administration set down a policy, which he has adhered to, of encouraging industries to be self-governing, largely through the instrumentality of their trade organizations. In his correspondence with the Department of Justice he has championed the right of these associations to gather certain statistics for the benefit of their members. No Commerce Secretary of the past has placed the machinery of his Federal office at the disposal of business interests in the way in which Mr. Hoover has done, as the officers of upwards of a hundred industries will testify.

A high spot in Mr. Hoover's administration of the portfolio he holds has been the Secretary's keen interest in effecting economy in distribution in a national way. Warehousing constitutes one of the national distributing agencies. A dozen years ago that fact was not generally recognized by business America. Today it is coming to be known as never before, and Mr. Hoover's cooperation with leaders in our industry is in a large measure responsible.

Within two years the Commerce Secretary has twice given his personal indorsement of

warehousing's efforts to promote efficiency in distribution. In May, 1923, in Washington, he addressed a group of storage executives who assembled to lay the ground work for simplification of warehouse forms and methods. In October, 1924, also in Washington, he spoke at a conference nationally representative of warehousing and other industries interested in distribution, and approved what was virtually the completion of the simplification effort. Subsequently his Department of Commerce, through its Division of Simplified Practice, gave warehousing permission to place the Department's official sanction on the forms and methods simplified.

Our industry's helpful contact with Mr. Hoover's office is not at an end. The past direct cooperation lead to special inquiry, by the Department of Commerce, into warehousing and the potential place which warehousing holds in the distribution phase of the country's business. This inquiry, conducted jointly by the Department's Domestic Commerce and Transportation Divisions, has been in progress during recent months and is the subject of a special report to be issued shortly.

The forthcoming report will be disseminated widely among business interests. It will be read by executives of manufacturing companies which are not today distributing their goods through public warehouses because of lack of knowledge of the economic advantages which that method of getting goods to market offers. Emanating officially from Washington, it will be given cognizance which could never attach to any text prepared and issued by warehousing itself. It will carry a message which our industry's leaders have been anxious should be conveyed to business America, and it will have weight and authority because based on un-

biased investigation by Mr. Hoover's aides.

After the Commerce Department's report has been published, the contact which has been established between warehousing and official Washington will be continued—with benefit to the industry and to business generally.

This is so because, through the election of Mr. Coolidge as President, Mr. Hoover will be in office to carry out his policy of allowing business to be self-governing.

## Long Distance Removals

IF ever a movement originating within the storage industry deserves unanimous support it is the one which has resulted in the establishment of the Inter-City Removals Bureau by the National Furniture Warehousemen's Association, with headquarters in Chicago.

Building of hard roads is increasingly having Federal and State encouragement throughout the country, and this development means more general use of the motor truck in transporting household goods over long distances. Truck owners independent of trade association connection have recognized the trend by entering the business of engaging in inter-city removals of the public's home furnishings. A majority of these truck operators are not identified with the storage industry, and their activity has resulted in considerable loss of revenue which furniture warehousemen were accustomed to obtain through packing goods for shipment by rail.

Probably the majority of storage executives are convinced that the future, in relation to long distance movement of household furnishings, lies in the use of the motor truck for such transporting. There have been discussion, arguments, conferences, ever since the National Furniture Warehousemen's As-

sociation was organized, in an effort to work out some cooperative plan which would be practical and satisfactory. The need for such a plan was obvious. The sponsors sought the method.

Apparently the method has now been discovered. The N. F. W. A. directors who have created the Inter-City Removals Bureau believe that it has. The plan is worth a trial. If there are any of the association's members who discern no merit in it, at least they owe it to the organization's directors, and to the best interests of their own business, to remain neutral minded through the Bureau's experimental stage. Suggestions, constructive criticism, are desirable, but there can be no excuse for snap judgment equivalent to condemnation of an idea which even skeptics must recognize is based on the broad experience and mature judgment of progressive men.

If the Inter-City Removals Bureau fills a niche too long empty, its operation will benefit the National's members. If it is something that is not practical, it will die through inertia. The men who are sponsoring it are entitled to united support until its success or failure can be determined.

### Directory Listings

IN order that the atmosphere may be clarified a bit, *Distribution & Warehousing* quotes the following from the secretary's report of the Oct. 8 meeting of the southern division of the Pacific Coast Furniture Warehousemen's Association:

"Mr. Allen brought up the matter of the classified list in the *Distribution & Warehousing* magazine, stating that the magazine was listing everyone who cared to be listed, regardless of whether or not the listing was correct. This was not a reflection on the magazine itself, but was simply an effort to obtain the greatest listing possible without first determining whether or not the listings were correct. On motion of Mr. Gould, and at the request of Mr.

Bateman, the matter was referred to the Executive Committee of the National Association."

In the foregoing, "classified list" alludes to the annual Warehouse Directory published by *Distribution & Warehousing*.

The quoted paragraph does not correctly reflect the publishers' policy in preparing the Warehouse Directory. The following are facts:

1. The Directory does not list everyone who cares to be listed. Endeavor is made to place a limitation that is definite and distinct. Within that limitation are merchandise, household goods and cold storage, transfer and trucking companies which actually operate warehouses, together with such forwarding companies as are recognized as being identified with the public warehouse industry.

2. No effort is made "to obtain the greatest listing possible without first determining" whether the listings are correct. On the contrary, each year there are eliminated listings which were in the previous Directory, and this is done because investigations show that correct information has not been supplied to the publishers.

In connection with the second phase of the foregoing policy:

The advertising salesmen of *Distribution & Warehousing* are constantly in the field, visiting warehouse executives. These salesmen turn in notations which result in elimination of Directory listings. Here are examples of notations which have come from the salesmen in the work of getting the 1925 Directory ready to appear in January:

"No warehouse. Long distance hauling. Transferring. No packing or shipping."

"Cartage only. No storage."

"No warehouse or storage. Transferring only."

"Is a general contractor, operating trucks for excavating. Kill listing in Directory."

"Is considered a crook by many here in — and we would do well to take out of Directory."

"Storage warehouse in stable."

"No storage. Transferring only and very little of that."

"Private house. Company not in telephone book."

"Out of business."

"This concern has no warehouse. All railroad and boat property at address given. They handle U. S. mail only. Should be eliminated from Directory."

"Mostly transferring. Any storage they have is placed with — Warehouse Co."

"Out of storage and transfer business. Handling farm implements only."

"Absolutely no storage or warehousing. Transferring only."

"Closed by Government six months ago."

"Giving up storage business. Going to handle furniture exclusively."

"No storage. Cartage only."

"Trucking and transferring only. No storage or shipping."

"No packing or shipping. Has discontinued storage."

"Occupy an old brewery and rent space only."

"Tobacco warehouse."

"Is out of warehouse business. Does only special hauling such as machinery."

"This is a brokerage house. Warehouses only their own products."

These twenty-two examples illustrate the care which is being exercised to list only such companies as fall within the limitation herein set down. From the 1925 Directory none of the companies referred to will be listed, with one or two exceptions where the firms are members of recognized State associations.

False claims as to investment, space operated, services rendered, etc., undoubtedly are being made to the publishers. It is difficult to check up, but *Distribution & Warehousing* wishes to assure the industry that the listings of companies which are found, upon careful investigation, to be making such false claims, are being eliminated from the Directory.

In this effort the publishers welcome help from men of the warehouse industry. The secretaries of the various trade associations should be peculiarly in a position to aid in this work and their cooperation is solicited.

—K. B. S.

# WITH THE ASSOCIATIONS

Officers and Committee Chairmen of Trade Organizations of the Warehouse Industry Are Invited to Contribute News to This Department

## By-Laws for Proposed A. W. A.-C. W. C. Merger at Chicago Convention

THE tentative text of the proposed by-laws for the American Warehousemen's Association in the event that the members of the A. W. A. and the Central Warehousemen's Club vote to consolidate into one organization has been made public by Charles L. Criss, Pittsburgh, general secretary of the American.

The suggested by-laws have been submitted to the members of both associations for their information and consideration in advance of the joint convention to be held at the Drake Hotel, Chicago, on Dec. 8, 9, 10 and 11. The members have been asked to present constructive criticisms or suggestions, in written form, to Secretary

Criss prior to the convening of the delegates in Chicago.

Committees representing the two bodies met at the Drake on Oct. 6 and 7 and prepared the by-laws, in pursuance of arrangements effected at the A. W. A. convention at Houston last January and the C. W. C. convention at Davenport, Iowa, in July. Representing the American at the October meeting were W. W. Morse, Minneapolis, vice-president; A. V. Mason, Pittsburgh, and H. L. Halverson, Minneapolis. Representing the C. W. C. were Thomas J. Skellet, Minneapolis, president; Roy C. Griswold, Chicago, and M. W. Fay, Fort Wayne, Ind. The proposed by-laws follow:

### Declaration

ORGANIZED for the purpose of promoting the interests of Warehousemen, elevating the standard of the business, encouraging a more enlarged and friendly intercourse among its members, and generally to advance the welfare of the warehousing business and all matters relating thereto.

### Article I

"Section 1. The name of this Association shall be the AMERICAN WAREHOUSEMEN'S ASSOCIATION.

"Section 2. The object for which this Association is formed is as stated in its Articles of Association, and all matters kindred thereto and implied therein.

"Section 3. There shall be three general divisions of the Association, as herein authorized and established, viz.:

"(a) The Cold Storage Division, the scope of which shall embrace all matters relating to the cold storage warehouse industry.

"(b) The Household Division, the scope of which shall embrace all matters relating to the storage, packing and transporting of household goods.

"(c) The Merchandise Division, the scope of which shall embrace all matters relating to the warehousing and distributing of general merchandise.

### Article II

#### Membership

"Section 1. Any reputable person, firm or corporation who or which shall have been engaged in the warehousing business for a period of at least two years shall be eligible to membership in this Association. A Division Executive Committee by unanimous vote may waive the two-year requirement if deemed wise so to do.

"Section 2. Members of this Association shall be elected by the Executive Committee of the Division with which they desire to affiliate. All applications for membership by warehousemen engaged in more than one branch of the warehouse business shall first be referred to the General Board of Directors for recommendation. Each Division shall notify the General Secretary immediately upon the election to or resignation, suspension or expulsion of any member from its Division.

### Article III

#### Management, Officers and Election

"Section 1. The affairs of the Association shall be managed by a board of twelve (12) Directors.

"The Board of Directors shall consist of the General President, the General Vice-President, the General Treasurer, three (3) Division Chairmen, and six (6)

Directors, two (2) from each of the following Divisions, viz.:

Cold Storage Division.  
Household Division.  
Merchandise Division.

"Section 2. The Association shall in general Convention at a regular session of the Annual Meeting elect general officers, as provided in Sec. 1. The election shall be by ballot.

"Section 3. A Nominating Committee shall be appointed by the General President sixty (60) days prior to the Annual Meeting. Such committee shall consist of three (3) members, one (1) from each of the nominating committees appointed by the three Divisions. Such committee shall select and nominate one or more candidates for each of the offices of General President, General Vice-President and General Treasurer. It shall certify to the Annual Meeting the three Directors from each Division who shall have been regularly elected by the Division.

"Section 4. The Nominating Committee shall submit to the convention any other nominations for the offices of General President, General Vice-President, and General Treasurer which may be presented to it by a petition signed by not less than five (5) members of each Division in good standing.

"Section 5. The officers and directors so elected shall take office at the close of the convention at which they are elected, and shall serve until the close of the



next succeeding annual meeting or until their successors are duly elected and installed in office.

"Section 6. The General Secretary of the Association shall be selected and his compensation fixed and duties defined by the Board of Directors. His office shall be located in such city as may be designated by the Board of Directors.

"Section 7. Each Division shall have complete control over all matters pertaining exclusively to the work of said Division and shall adopt a set of rules and regulations which shall govern the conduct of the affairs of the Division, which rules shall not be in contravention to the Articles of Association of the American Warehousemen's Association. Each Division of the Association shall be under the management of an Executive Committee of six (6) or more members elected by the members of such Division at each Annual Meeting prior to the election of the officers and directors of the Association. This Executive Committee shall select its own chairman and two (2) general directors from among its members to serve until the next annual election. The officers and members of the Executive Committee of each Division shall be selected by the Divisions in accordance with their own rules and regulations and may appoint or select a Secretary and a Treasurer to act for that particular Division who may, however, act as Secretary or Treasurer of another Division, the consent of the Executive Committee of such other Division having first been obtained for such employment. The duties of Divisional Treasurers shall embrace the custody of and responsibility for all funds belonging to their respective Divisions. The depository for such funds, and the method of disbursement therefrom together with such other control as may be deemed necessary shall be exercised and prescribed by the respective Division Executive Committees. The duties and compensation of the Division Secretary shall be prescribed by the Executive Committee of said Division. The Executive Committee may appoint from the members of the Division under its control such committees as may be required for the work of each Division.

"Section 8. Financial obligations shall not be incurred by this Association or any of its officers or Directors on behalf of the Association in excess of its annual income and cash on hand to the credit of the general fund. No financial obligations shall be incurred by any Division, its officers or Executive Committee in excess of the annual income and cash on hand to the credit of such Division.

"Section 9. The rules and regulations of each of the Divisions shall be printed with the by-laws of the Association, and be distributed by the General Secretary to all members of the Association.

#### Article IV

##### Dues—Fiscal Year

"Section 1. The Division Executive Committees at any regular or special meeting may establish or discontinue an initiation fee.

"Section 2. The annual dues of the members of this Association shall be determined by the Executive Committee of the Divisions with which they are affiliated.

"Section 3. The Board of Directors, by unanimous vote at its first regular meeting each year, shall establish the sum that each Division shall pay to a general fund for use of the Board of Directors, and such sum so fixed shall be paid by each such Division on or before April first of each year.

"Section 4. The fiscal year of the Association shall end on the thirtieth day of November of each year.

#### Article V

##### Duties of Officers

"Section 1. The General President shall preside at all meetings of the Association and of the Board of Directors.

### Simplified Forms Are Officially Approved

THE Department of Commerce, through R. M. Hudson, chief of the Division of Simplified Practice, has authorized the American Warehousemen's Association to place the wording "Approved by the Department of Commerce" on the face of all the merchandise, cold storage and household goods forms which, simplified, were adopted at the conference of representatives of distributing interests at Washington on Sept. 24.

"The printer has been notified of the action of the Department of Commerce," says a statement issued by A. H. Greeley, Cleveland, chairman of the A. W. A. simplification committee, "and all the forms are now ready for printing and will carry on their face the approval of the Department of Commerce.

"The receipt of this information practically means that the efforts of our committee have been finally rewarded."

He shall appoint all special and standing committees of the Association. He shall make an annual report to the Association showing its general condition and making such recommendations as he deems proper, and shall from time to time bring before the Association and the Board of Directors such matters pertaining to the interests of the Association as may arise and require action.

"Section 2. In the absence or disability of the General President the General Vice-President shall act in his stead.

"Section 3. The General Secretary of the Association shall conduct the work of the office as prescribed by the Board of Directors.

"Section 4. The General Treasurer shall have charge of all moneys collected or received for the use of the

Board of Directors, and shall deposit the same in the name of the Association in such bank or banks as the Board of Directors may designate. He shall disburse the same only upon vouchers duly approved by the General Secretary and the General President of the Association, or if pertaining to Divisions, in addition thereto, by the Chairman of the Executive Committee and the Secretary of the Division against which the disbursement is charged. He shall keep books of account of all receipts and disbursements, fairly stated, for the inspection of the members at each Annual Meeting. Such accounts shall be duly audited by a firm of certified public accountants to be selected by the Board of Directors of the Association, which accountants shall certify to the correctness of said accounts before presentation of the General Treasurer's report at the Annual Meeting of the Association. The General Treasurer shall give a satisfactory bond to be kept in the custody of the General President and may be paid a salary, the amount of both to be fixed by the Board of Directors. He shall deliver to his successor all moneys and property in his hands, together with the books of account and papers relating thereto, and may require a receipt therefor. The General Treasurer shall be custodian of all property of the Association registered in the name of the Association.

#### Article VI

##### Meetings of the Directors

"Section 1. Meetings of the Board of Directors may be called by the General President upon ten (10) days' notice to each director; or upon written request of three (3) members of the Board of Directors the General President shall call such meeting.

"Section 2. A majority of the Directors shall be necessary to constitute a quorum for the transaction of business, except to adjourn.

#### Article VII

##### Powers and Duties of the Directors

"Section 1. The Board of Directors shall have the management of the business of the Association and shall consider and act upon such matters as are presented to it by any of the three Divisions, and, in addition to the powers conferred upon them by these by-laws and except as restricted by them may exercise the powers and do all acts and things which may be done by the Association.

"Section 2. The Board of Directors shall present at the Annual Meeting of the Association a report, verified by the General President and General Treasurer, or by a majority of the Directors, showing the whole amount of real and personal property owned by it, and where and how held or invested, the amount and nature of the property acquired during the year immediately preceding the date of the report and the manner of its acquisition, the amount applied, appropriated or expended during the year immediately preceding such

date, and the purposes, objects or persons to or for which such applications, appropriations or expenditures have been made, and the names and places of business of the members who have been admitted to the Association during such year, which report shall be filed with the records of the Association and an abstract thereof entered in the minutes of the Proceedings of the Annual Meetings.

#### Article VIII

##### Order of Business Directors' Meetings

"Section 1. The order of business at the meetings of the Board of Directors shall be as follows:

- "1. A quorum being present, the General President shall call the meeting to order.
- "2. The minutes of the last meeting shall be read, and, if not objected to, shall be considered approved.
- "3. Reports of officers of the Association.
- "4. Reports of Committees.
- "5. Unfinished business.
- "6. Miscellaneous business.
- "7. New business.

#### Article IX

##### Committees

"Section 1. The Board of Directors shall establish such standing committees, with such powers and duties as it may deem fit, which committees shall be filled by the General President from the membership of the Association or of the Board.

#### Article X

##### Meetings—Quorums

"Section 1. The Annual Meeting of the Association shall be held at such time and place as shall be determined by the Board of Directors.

"The General Secretary shall mail to each member a notice of the time and place of such meeting at least sixty (60) days prior to same.

"Section 2. Special meetings of the Association may be called by the Board of Directors, or by the General President of the Association at the written request of twenty-five (25) per cent of the membership. At least twenty (20) days' notice of the time and place of holding such meetings, and of the business to be transacted thereat, must be sent by the General Secretary to each member.

"Section 3. At all meetings of the Association, twenty-five (25) per cent of the membership represented in person shall constitute a quorum.

"Section 4. No representative of a member shall have the right to vote at any meeting of the Association unless he shall have properly executed credentials from the members he represents.

"Section 5. The order of business at the Annual Meetings of the Association shall be prepared by the Board of Directors.

#### Article XI

##### Vacancies

"Section 1. Vacancies occurring in any

of the offices of the Association or in the Board of Directors may be filled by the remaining members of the Board. Such election to fill vacancies must be by ballot, and the officer or member of the Board elected in this way shall hold office until the next Annual Meeting of the Association, and until his successor shall have been elected and qualified.

"Section 2. In all vacancies filled by the Board of Directors under the provisions of Section 1 of this Article such officer or director shall be selected from the Division to which his predecessor was accredited, excepting the offices of General President, General Vice-President or General Treasurer, which may be filled from any Division.

#### Article XII

##### Seal and Insignia of Membership

"Section 1. This Association shall have an official Seal. It shall be in the custody of the General Secretary and shall be in the form in use by this Association.

"Section 2. Each member upon payment of all indebtedness to the Association shall be entitled to receive an annual Certificate of Membership, bearing the seal of the Association and signed by its General President and General Secretary. Members of the Association shall be entitled to print upon their business stationery a copy of the seal of the Association, and to print upon such stationery a statement to the effect that such person, firm or corporation is a member of this Association.

"Section 3. Every member of this Association upon ceasing to be a member from any cause whatsoever, shall forthwith surrender the certificate of membership to the Association, and shall discontinue to use or display upon business stationery or elsewhere the seal of this Association or any sign, symbol or statement indicating membership therein and shall thereafter have no interest in the property of the Association.

#### Article XIII

##### Resignation and Expulsion

"Section 1. Any member of this Association may at any time resign therefrom in writing, upon payment of all sums due the Association and upon surrender of the Certificate of Membership and seal.

"Section 2. If any member of this Association shall at any time be guilty of any act which is prejudicial to this Association or to the purposes for which it is formed, or shall violate any of the rules or regulations thereof, such member shall on the recommendation of any Division Executive Committee be notified of the charges and to appear before the Board of Directors, at a time and place to be specified, not less than thirty (30) days from the date of such notice, and shall then and there be given a hearing. Such member shall have the privilege of appearing by counsel. By a two-thirds (2/3) vote of all the Directors such member may be expelled from membership in this Association.

"Section 3. Upon the resignation or

expulsion of a member of this Association, the General Secretary shall notify all members of the Association.

#### Article XIV

##### Rules and Regulations

"Section 1. The Association may adopt such rules and regulations to secure the objects of this Association as it may see fit. Such rules and regulations may be amended or repealed at any Annual Meeting of the Association or at any special meeting called for that purpose.

#### Article XV

"Section 1. Every person, firm or corporation becoming a member of this Association shall abide by all of the requirements and conform to all the rules and regulations of the Association, whether expressed in the By-Laws or rules or otherwise, which may from time to time be adopted by the Board of Directors or by the Association.

#### Article XVI

##### Amendments

"Section 1. These by-laws or any part of them may be altered, amended or repealed at any annual meeting of the Association, or at any special meeting of the Association called for that purpose."

#### Convention Plans

The Chicago convention will open on the morning of Dec. 8 with a joint meeting of the A. W. A. and C. W. C., with separate meetings in the afternoon. Tuesday will be devoted to merchandise, household goods and cold storage sessions separately, members of both organizations participating. On Wednesday there will be joint meetings of the two organizations. On Thursday will be held such general meetings, either joint or separate, as may be necessary to close the business of the convention.

### American Warehousemen's Association

**S**ELECTION of the following new members in the A. W. A. is announced by Charles L. Criss, Pittsburgh, general secretary, as follows:

American Warehouse & Storage Co., Amarillo, Tex. Affiliation is with the merchandise division. J. W. Bishop is owner and manager.

Consumers Ice & Cold Storage Co., Sacramento, Cal. With the cold storage division. George W. Peltier is president and A. F. Brinkman is secretary and manager.

Goodman Transfer & Warehouse Co., Birmingham, Ala. With the merchandise and household goods divisions. H. C. Goodman is president and W. A. Smith is secretary and treasurer.

Houston Ice & Cold Storage Co., Houston, Tex. With the cold storage division.



S. Miller Cold Storage Co., Inc., Marshfield, Wis. With the merchandise and cold storage divisions. S. Miller is president and I. J. Miller is secretary and treasurer.

Southeastern Compress & Warehouse Co., Atlanta, Ga. With the merchandise division. W. H. Glenn is president.

Wilshire Fireproof Storage Co., Los Angeles. With the household goods division. Clarence J. Neal is president and William Norris is secretary.

## National Furniture Warehousemen's Association

### Winter Meeting in Augusta

THE National Furniture Warehousemen's Association will go to the Southeast to hold its forthcoming winter convention. The directors, at a meeting held in Excelsior Springs, Mo., in October, selected Augusta, Ga. The dates are Jan. 19 to 23, inclusive, beginning on a Tuesday and winding up with a half-day session on Friday. The hotel is the Bon-Air Vanderbilt, which is sufficiently commodious to take care of the several hundred delegates who are expected to attend.

The sentiment of the directors at the Excelsior Springs meeting was that the Southeast needs developing in relation to membership building for the National. This will be the association's first convention in that section of the country. It is the only section, in fact, in which the organization has not met. It is anticipated that the Southern Warehousemen's Association, which includes many N. F. W. A. members, will cooperate in effecting arrangements and in supervising entertainment features.

For the visitors there will be available two 18-hole golf courses, horseback riding, "movies," mah jong, hunting and motoring. It is planned to hold a "society circus" as one feature of the entertaining, and to stage an East-versus-West polo duel with association members mounted on burros. The Bon-Air Vanderbilt is situated two miles outside of Augusta. Special trains carrying delegates will be run from Chicago and New York.

At the Excelsior Springs meeting it was the unanimous sentiment of the directors that the association's summer meetings should be continued as "stag" affairs, with members bringing their wives and families to the winter conventions only.

Places discussed for holding the next winter meeting included Richmond, Va.; Pinehurst, N. C.; Atlanta, Ga.; Colorado, Cal.; Hot Springs, Ark., and Colorado Springs, Colo. Consideration was given also to a plan for chartering a steamship which would leave New York on a voyage for several weeks in Caribbean waters.

The directors elected the following companies to membership:

A. B. C. Warehouse & Transfer Co.,

Longview, Wash. W. H. Newcom is manager.

Camp Transfer & Storage, Inc., Atlanta. F. H. Camp is president, and Mrs. J. H. Brockington is secretary.

Federal Storage & Freight Service, Washington, D. C.

McKinley Storage & Transfer Co., Canton, Ohio. J. E. Figly is president, and R. D. Roudebush is secretary and treasurer.

Merchants Transfer, Austin, Tex. M. E. Horner is proprietor.

Merchants Transfer Co., San Antonio, Tex. Franklin Canaday is vice-president.

Minot Warehouse & Storage Co., Minot, N. D. J. T. Newlove is proprietor.

I. D. Replogle Storage Co., Johnstown, Pa. I. D. Replogle is owner.

With these elections the National now has 714 members. A goal of 750 members has been set for the 1925 summer convention.

The directors voted it to be the National's policy that one member should not remove goods from the warehouse of another unless by previous arrangement with the operator of the other warehouse. Under another resolution adopted, a committee is to be appointed to prepare a code of arbitration covering procedure when a member is not satisfied with the decision by the vice-presidents in a controversy between members.

### Receipts and Liens

The uniform warehouse receipts Act and the Minnesota lien law were discussed and the directors reached the following conclusions:

1. That the receipts Act should not be tampered with in any State.

2. That the lien law situation be referred to the legislative committee with a view to preparing a model lien law which could be used, if so desired, by members in any State desiring to have such legislation enacted; that it should not, however, be obligatory on the warehousemen of any State to try to have such a law placed on the statute books. The committee is to submit the proposed text to the association for approval. The suggested law would be designed to protect the warehouseman in his charges.

Regarding *Laves and Penates*, the first experimental number of which the association is issuing, Walter E. Sweeting, chairman of the publicity committee, reported actual and pledged sales totaling about 60,000 copies of a printed edition of 100,000. The directors underwrote the remaining 40,000 in the event that further effort does not dispose of them among the members. Regarding the cooperative advertising service which the publicity committee is arranging, Mr. Sweeting said twenty-four signed contracts had been received from members and that about seventy-five were needed, in all, to make the plan mature successfully. This is one of the subjects to be taken up at the winter convention.

The Cass & Johansing insurance prop-

osition, already approved by the Pacific Coast Furniture Warehousemen's Association, was discussed at length and the directors indorsed it and recommended its use to the association's members with the understanding that the coverage was optional only, the members being left free to arrange for other forms of insurance.

S. S. David, Chicago, chairman of the long distance removals committee, presented an extended report and asked the directors to authorize the establishment of an inter-city removals bureau under the National's supervision. This request the directors granted. (The situation is discussed elsewhere on these pages.)

Henry Reimers, executive secretary, explained the purposes of the association's packing rate guide, which at present is in loose leaf form in order to allow for revision and additions. The book is a guide to quoting estimating rates. It was voted to send one copy free to each member, with additional copies to cost \$1.50 apiece.

A budget plan was discussed and it was decided to have Mr. Reimers prepare a budget for submission at the next meeting of the directors with a view to determining whether the association should put through such a plan.

The directors voted, on suggestion by F. L. Bateman, to encourage the organizing of an inter-sectional bowling league among warehouse employees.

On motion by Charles S. Morris a resolution was adopted in memory of the late William L. Smith, who was formerly an N. F. W. A. director.

The following were among those who attended the Excelsior Springs meeting: President, E. B. Gould, San Diego, Cal.; first vice-president, S. C. Blackburn, Kansas City; third vice-president, W. I. Ford, Dallas; fourth vice-president, Walter E. Sweeting, Philadelphia; secretary, Ralph J. Wood, Chicago; treasurer, James F. Keenan, Pittsburgh; executive secretary, Henry Reimers, Chicago; directors, F. L. Bateman of Chicago, Thomas J. Skellet of Minneapolis, William T. Bostwick of New York, J. M. Walker of Memphis, T. L. Morton of Newark, Grant Wayne of New York, Charles S. Morris of New York, Martin H. Kennelly of Chicago and Ben S. Hurwitz of Houston, and S. S. David, Chicago, chairman of the long distance removals committee.—K. B. S.

## New York Furniture Warehousemen's Assoc.

### Would Train Packers

TRAINING of apprentice packers and the broadcasting of warehousing's story by radio were the chief topics of discussion at the October meeting of the New York Furniture Warehousemen's Association, attended by about fifty members.



The subject was brought up by Charles S. Morris, who contended that while at this time there was no urgent need for packers it was essential that the members have an eye to the future and establish today a system of training apprentices for packing rooms. William R. Wood, the association's president, believed the association should start a concerted effort to develop new material, there being none in sight now. George Kindermann urged the members to send idle helpers into the packing rooms. Mr. Morris declared that with more packers available warehousemen could sell more packing service.

A special committee headed by Mr. Kindermann will consider the situation and prepare a report covering feasible wages for apprentice packers, etc.

Mr. Morris reported on the results of the broadcasting, from Station WEAF on Sept. 23, of his talk "Why Must We All Move October 1st?" (published in the October issue of *Distribution & Warehousing*). The effort brought many scores of favorable communications from points as far west as Cleveland, Mr. Morris said. Broadcasting was being recognized more and more as an advertising medium for effectively reaching people not reached by other forms of advertising, he declared, and other industries were successfully telling their stories by radio. He urged that the work be continued by the New York association.

E. H. Milligan, chairman of the special committee which arranged for Mr. Morris to make his radio talk, will circulate the New York members with a view to learning whether they will jointly finance the broadcasting of ten more talks, at a cost of \$225 each, next spring or possibly earlier.

Discussion brought out that the past Oct. 1 moving season was the quietest in years in the metropolitan district. This was attributed in part to landlords making rent concessions in order to keep tenants.

Louis Schram, reporting as vice-chairman of the transportation committee, called attention to the plans of the Port of New York Authority to divide New York City into traffic zones, with terminals. Mr. Wood expressed opinion that this might conceivably take away some of the warehousemen's business.

#### A Policy Holders' Committee

A problem having to do with insurance is before the New York association for solution, it was brought out at the organization's November meeting.

Robert M. Ferguson, until recently manager of the eastern department of the Security Mutual Casualty Co., and who has been a familiar figure at conventions of the National Furniture Warehousemen's Association and of State associations in the East, told the New York warehousemen that, effective with the new year, the Security Mutual Casualty Co., with headquarters in Chicago, was disposing of all its policy business except that of writing compensation and liability insurance for Swift & Co., meat packers, and allied interests.

The Security was organized in 1913 primarily to issue such coverage for the Swift company and allied interests but subsequently branched out and, largely through Mr. Ferguson's salesmanship, a great many warehousemen have taken policies from the Security.

Mr. Ferguson said he had been notified by the Security that an arrangement had been made by the Security to sell

sulting the affected policy holders and getting their consent to the transferral.

Adoption of a resolution was urged by Mr. Ferguson to the effect that the Security be asked not to delegate the warehousemen's policy obligations to another company. He suggested that a policy holders' committee be created by the New York association to safeguard warehousemen's interests. On motion by Charles S. Morris such a resolution was adopted and the association's president, William R. Wood, was authorized to appoint a policy holders' committee of five.

Mr. Ferguson is now connected with the American Mutual Liability Co., as assistant manager of the second division, comprising New York, New Jersey and Connecticut, and he announced that the American was prepared to offer the same warehousing coverage which the Security has been offering. He was authorized at the New York meeting to place his proposition before the association's members.

For the first time in about four years the New York warehousemen met elsewhere than at the Aldine Club. The November gathering was held on the 10th, high up in the building of the Long Island Storage Warehouses, Brooklyn, at the invitation of Edward T. Jenkins, owner. One of the storage floors was decorated with flags and bunting for the occasion and dinner was served prior to the meeting. Later there were orchestral and vocal selections, Mr. Jenkins personally presiding over a bass viol in the orchestra. Approximately 100 persons attended, including wives and daughters of the members.—K. B. S.

### Missouri Warehousemen's Association

#### Semi-Annual Convention

THE Missouri Warehousemen's Association held on Oct. 17 and 18, at Excelsior Springs, Mo., another of those semi-annual meetings, rich in practical and constructive material, for which this organization has become noted. J. A. Groves, vice-president of the State body, and president of the Kansas City Warehousemen's Association, as chairman of the program committee, had solicited suggestions for topics of discussion and arranged a very comprehensive program. Every subject was covered, and by the speaker assigned—eleven topics in the household goods section, eight in the merchandise warehousing section, and the general discussion for the cold storage group, as well as the matters for the general convention sessions.

Directors of the National Furniture Warehousemen's Associations participated in the discussions of the last day's sessions.

Thomas J. Skellett, Minneapolis, president of the Central Warehousemen's

### ARE YOU FULLY COVERED?

HERE is a tabulation—prepared by William R. Wood, president of the New York Furniture Warehousemen's Association—of the various kinds of insurance which a storage company needs:

1. Building: (a) Fire coverage on buildings. (b) Fire coverage on special equipment on plant. (c) Plate glass. (d) Office furniture and stock on hand. (e) Fire covering loss of income while building is being repaired, and covering loss of accounts receivable due to destruction of depositor's goods.

2. Compensation: Covering injury to employees while at work.

3. Liability: (a) Elevator, covering accidents to public while on warehouse elevator. (b) Public liability, covering injuries to public while in warehouse, while on side-walks and while in their homes if injured through packing operation or handling of goods by warehouse employees. (c) Legal liability, covering property of others for which warehouseman may be held liable in case of fire or theft while stored in silver vaults or while in warehouse temporarily for packing for shipment, consolidation or otherwise—except where regularly in storage. (d) Public liability, covering hoist risks.

4. Bond: Employees, covering theft and forgery.

5. Truck: (a) Public liability, covering injury to public by warehouse trucks. (b) Collision, covering injury to warehouse trucks. (c) Property damage, covering injury to the property of others by warehouse trucks. (d) Fire and theft, covering contents on trucks while in transit.

the extraneous business, including that relating to warehousing, to the Utica Mutual Insurance Co., Utica, N. Y., the Utica company to assume all obligations to the policy holders affected. Mr. Ferguson read a letter addressed by the Security to its policy holders saying their interests would be protected.

Mr. Ferguson in his talk at the New York meeting contended that the Security should not have made the arrangements with the Utica without first con-

Club, was actively present, responding when called on for comment. His most inspiring contribution was his remark that after surveying the entire field of business, and finding many splendid opportunities for his two sons, he had decided to induct them into the warehousing business as the best and most promising in the world.

One of the vital subjects of interest to all branches, and to all Missouri business, was the proposal, set for voting by the public on Nov. 4, to enact by referendum a workmen's compensation bill. E. E. Matchette, district manager of the Associated Industries of Missouri, outlined the proposed law and urged warehousemen to give energetic efforts to its defeat. The association adopted a resolution opposing the measure. (At the November elections the bill was defeated.) The law would have saddled on the industries of the State a compensation measure practically requiring State insurance for all, with schedules 50 to 300 per cent above those of any other State measure, and with numerous undesirable impositions. Warehousemen have been among the most loyal supporters of this Associated Industries organization.

General reports made to open session included a summary of conditions in the various branches, indicating fair volume, and improvement in cooperation, especially in the merchandise and cold storage divisions. Improvement was promised in Kansas City household goods field, through efforts to expand use of the hourly rate plan.

One of the constructive pieces of work done by the State association during the previous six months was the investigations and following-up of instances where firms offering warehouse service have been operating without bond. The careful work on these cases, particularly in St. Louis, has resulted in disclosure that some firms advertising as warehouses do not give this service. They have discontinued their advertising. In other cases bonds have been taken out. This program of inquiry will be extended, it was said.

#### Long Distance Moving

The subject of long distance moving was referred to by the legislative committee as one which warehousemen should study and on which legislation should be prepared, so that the storage interests should not suffer. O. W. Thomas, Kansas City, reporting for this committee, reported that L. L. Leonard, St. Louis, would have introduced in the next Legislature of Missouri a bill patterned after the Ohio law.

Mr. Leonard covered this whole subject in an address to the convention. He suggested the development of return load arrangements among established warehouse interests as the protective feature both to hold the business and to provide profitable cooperative operations. The development of such cooperation now, he urged, would enable warehousemen to have precedence of the routes when,

later, State agencies might license routes.

Henry Reimers, executive secretary of the National, spoke also, pointing out that cooperation should be through a national agency, as much of the hauling would be interstate.

S. S. David, Chicago, chairman of the intercity and long distance moving committee of the National, made a strong plea for cooperation in working out this problem.

#### Estimating

The household goods division, with Mr. Groves presiding, covered almost every subject pertaining to its fields, veering

### MR. COOLIDGE TO WAREHOUSING:

PRESIDENT COOLIDGE sent a special message to the warehouse industry, through the Missouri Warehousemen's Association, for its convention in Excelsior Springs in October. The letter was in response to one from A. H. Amelung, secretary. The President's message follows:

"Thank you for your letter telling me of the convention which is planned to be held a few days hence by the Missouri Warehousemen's Association at Excelsior Springs, Missouri. The business that your membership represents has in comparatively recent times come to be recognized as of a distinctly public character, and organizations like your own have frankly recognized this fact, and been uniformly ready to cooperate in the broadest public interest, as well as that of their members. I hope your convention this year will be productive of developments in the best interests of the business.

"Most sincerely yours,  
"CALVIN COOLIDGE."

from the stated subjects when a question that seemed interesting was broached, and so the long sessions were persistently lively.

On the question whether warehousemen should lend money on goods in storage, George Dintlemaun, St. Louis, urged caution, suggesting it was better to have a third party to do such loaning. Several delegates were hostile to the idea of a warehouseman entering the loan business, even when securing a pawnbroker's license for the purpose.

F. A. Wall, Kansas City, described his firm's method of selling service, in which price did not have to be mentioned in all cases. The secret of selling, he said, was in convincing the prospect of the quality and value of the service, helping customers to visualize the resulting work. Mr. Wall said he never made a flat price, but gave esti-

mates occasionally. Heavier emphasis on the actual selling of service would overcome price disadvantage, he said.

The discussion over estimates or no estimates became general, St. Louis reporting no estimates whatever, small town warehousemen reporting they could estimate closely. K. K. Meisenbach, Dallas, Tex., gave an interesting report of his firm's experience and of his own study of costs whereby he had built up a complete system for estimating.

"Warehousemen's Expenses" was introduced at this point—a valuable summary of an investigation conducted by A. H. Amelung, St. Louis. He showed the average percentage of costs deduced from reports from several warehouses; wages, for instance, averaging 27.9, rents 5.4, advertising 3, salaries 15.2, taxes 6.4, insurance 1.6, depreciation 4.6. The importance of even the apparently minor items was emphasized, and suggestions made for cutting down their percentages.

The rights and liabilities of the warehousemen, in the witty and elaborate portrayal by D. P. Bray, included the matter of spreading moving dates, an expedient that would alleviate many ills; Isadore Frye, St. Louis, discussed cooperative purchasing; D. J. Perky, Kansas City, loading of household goods in cars; and W. F. Smith, Kansas City, gave his views of the business as a "tenderfoot," engaged in it only a short time. Henry Reimers gave an exhaustive report, simple at that, on the simplification of accounting forms.

Discussion of State utility commission control was led by O. W. Thomas in the household goods division, and this, combined with the discussion from the merchandise division, resulted in a general convention resolution. The association will have a committee to make an investigation of the effects of utility control in other States, so that at the next meeting some action may be possible, based on other experiences.

This matter of public utility regulation had been mentioned on the program of the merchandise division, under the title "Unfair Competition and the Remedy." The speaker, W. A. Sammis, Kansas City, did outline the nature of unfair competition, and then pointed out that such competition was a detriment to the public interest which a public body could correct. He pointed out that requirement of bonds, filing of tariffs, and other regulations under a commission could keep out the irresponsible parties and protect the public from the hazards of improper service.

#### Pool Car Distribution

F. R. Long, St. Louis, led a discussion on the basis of charges in pool car distribution, the comparison being as between charges by a warehouse on its general business and on the pool car business. While opinion was not unanimous, it was generally declared that when all costs are carefully analyzed and noted it will be found that pool car handling charges will have to be about the same as the warehouse charges.



D. S. Adams, Kansas City, vice-president and chairman of the merchandise division, made report to this division on the work of the committee of which he was a member on the proposed consolidation of the American Warehousemen's Association and the Central Warehousemen's Club.

H. C. Herschman, St. Joseph, discussing the Missouri rate guide, suggested the guide should be revised to show not only schedule for lot units but also to provide schedule for less lot units. This opinion was concurred in. It was generally reported that the guide is being used throughout the State.

F. W. Keene, St. Louis, led a discussion that went into rather minute details on the subject of miscellaneous charges; whether each particular item of service should be noted on a statement, or a handling charge be made to cover all the items. It seemed the opinion of most present that customers prefer the statement in shape of general handling charge. In Missouri the custom generally is to take care of part of the service in a handling charge and to charge parts of the service direct.

C. C. Daniel, Kansas City, presented to the division the report of the work of the committee on the simplification of forms. The division expressed its appreciation of the careful work of this committee of the American Warehousemen's Association and of the good to the industry that would result from it.

The cold storage division, under the chairmanship of Mr. Herschman, held a brief session, the chief subject discussed being the promise of stronger cooperation held out through the result of a recent meeting in St. Louis.

The banquet Friday evening, held at the Snapp Hotel, where the business sessions were also held, was the usual gay and festive occasion, with many of the industry from Kansas City attending who had not been able to be present during the day. There were as many women as men, and dancing was held at the conclusion of the speech-making. F. R. Long, president of the association, was toastmaster. Ralph J. Wood, Chicago, general secretary of the National association; Mr. Reimers, Mr. Skellett and Mr. Leonard were the speakers. E. B. Gould, San Diego, Cal., president of the National, was called on but successfully resisted drafting for a speech.

—Ben S. Brown.

## Pacific Coast Furniture Warehousemen's Assoc.

### Estimating Policy Defined

A RESOLUTION setting forth the attitude of the members of the southern division of the Pacific Coast Furniture Warehousemen's Association toward the estimating policy which the National Furniture Warehousemen's Association approved at the Charlevoix convention, in

July, was adopted at the southern division's October meeting, held at Los Angeles on the 8th.

The subject was brought up by F. L. Bateman, Chicago, former president of the National, who was a guest at the Los Angeles meeting. Mr. Bateman emphasized that principle of the National's resolution was an excellent one and said he felt it should be indorsed by the Californians. It will be recalled that the National's resolution read:

"That it be the policy of the members of the National Furniture Warehousemen's Association to submit proposition for packing at the customer's option, on a contract or time and material basis, discouraging approximate estimating."

Mr. Bateman said it had come to the attention of the directors of the National on various occasions that certain members made it a practice of under-estimating, particularly for packing and shipping purposes, obtaining the work and then depending on their fellow warehousemen to whom they consigned the goods to argue it out with the customers and make collections for the consigning warehousemen. There had been several instances in which the National had been brought into disrepute on account of that practice, Mr. Bateman explained, and hence the National decided to discourage approximate estimating to the extent possible.

If the Californians indorsed the National's policy, Mr. Bateman declared, not only would benefit accrue to the National, but greater service would be rendered the public.

Milo W. Bekins, Los Angeles, said he was against the National's resolution in its present form, declaring that the entire system of doing business on the Pacific Coast was in giving approximate estimates and then doing the work on the time and material basis, using the guide booklet which has been prepared by the Pacific organization; this guide had worked out satisfactorily and had cut down gross under-estimating.

W. E. Brock, Los Angeles, called attention to the proposition, which C. J. Neal, Cleveland, offered at the Charlevoix convention—to the effect that warehousemen should agree in advance with customers that any estimate would not vary in excess of 10 per cent of the bid; this plan, Mr. Brock said, would give some leeway on time and material packing jobs and at the same time would assure a definite understanding with customers.

Several other Californians opposed the National's resolution, and E. B. Gould, San Diego, offered the following resolution, which will be submitted to the National for its consideration:

"Be it resolved that the Pacific Coast Furniture Warehousemen's Association is absolutely in accord with the National association to the effect that under-estimating by members of the association should be absolutely discredited; that the Pacific Coast Furniture Warehousemen's Association has prepared a

booklet called a 'Packing Rate Schedule,' wherein each article of furniture is listed with the approximate cost of the packing set opposite that article; that the members of the Pacific Coast Furniture Warehousemen's Association, in estimating for packing, use this booklet and find that it is very accurate and the estimates made with this booklet as a basis are within 5 per cent of the actual cost of the work; that the Pacific Coast Furniture Warehousemen's Association will cooperate to the fullest extent with the National association in eliminating under-estimating, but that it would recommend to the National association that the standard packing book be used, and that work obtained on an approximate estimate should be obtained in the manner of selling merchandise; that the customer be advised that the work was to be done in various manners, and that with the cutting of the price the workmanship also would have to be curtailed; that to obtain maximum efficiency and the best of work, the cost would be approximately so much money, but that the work will be done on a strictly time and material basis."

Judson M. Davis, Los Angeles, reporting as chairman of the legislative committee, called the members' attention to the fact that 4 per cent tax levied by the State under the Duval bill—a law adverse to truck owners—had been held by Judge Wooley at Fresno on Oct. 1 to be unconstitutional. It remains to be seen whether the State's Attorney General will appeal to a higher court.

Reporting as chairman of the cost and accounting committee, F. L. Allen, Los Angeles, said his committee had considered the standard accounting forms of the N. F. W. A., and that while they were excellent for hand bookkeeping they were not yet in form to be adaptable to the Elliott-Fisher machine. The committee was taking this situation up with the National with the idea of having the forms arranged to be thus adaptable, Mr. Allen said.

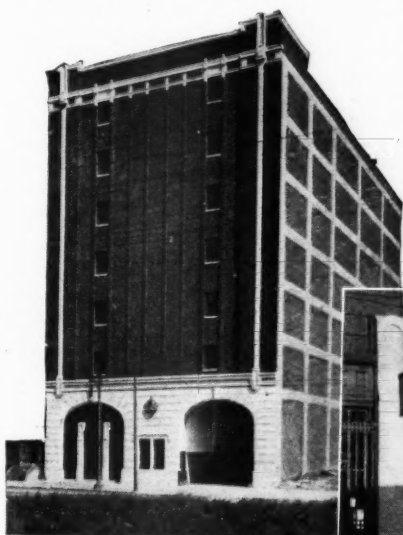
### Foreign Commerce Book

Sources of information of value to exporters and importers in the solution of many of the problems involved in foreign trade are indicated in the Foreign Commerce Handbook for 1924-1925, which has just been issued by the Foreign Commerce Department of the Chamber of Commerce of the United States.

The pamphlet is designed to contribute to a wider appreciation of the facilities available to American business men in the conduct of overseas trade. Sources of information and service are listed under 90 separate headings, such as acceptances, advertising, bills of lading, chartering, incorporation abroad, harbor charges, samples.

The handbook also contains a review of the constructive action taken by the Chamber of Commerce of the United States with reference to foreign trade matters.





The Interstate Storage Warehouse Company's new fireproof building.

4-cyl., 4 to 6 ton Autocar (van body) operated by the company. Note the large amount of space available for bulky loads.



The Interstate Storage Warehouse Company which has recently opened up one of the best equipped storage warehouses in Philadelphia made a careful investigation of various makes of motor trucks and then decided upon the Autocar.

Writing about his investigation and the reasons which led him to buy Autocars, Mr. S. M. Williams, Manager of the Company, states:

"There were several mechanically good trucks, but these three points were in your favor:

"First: That you could supply both gas and electric vehicles; as we anticipate using electric for city work and gas for suburban and long distance.

"Second: The short wheelbase which permits us to angle our trucks to the curb without blocking the street and which results in much easier handling and parking in congested districts.

"Third: The service we are able to obtain through the Autocar Direct Factory Branch in Philadelphia and also due to our being located close to the factory. (This also was reflected in price, as there was no charge for freight to be absorbed.)

"Permit me also to commend you on the uniform courtesy we have encountered in all our dealings with your company. Every employee seems to have our satisfaction as their desire."

## The Autocar Company

ESTABLISHED 1897

Ardmore, Pa.

BRANCHES IN 46 CITIES

# Autocar

gas and electric trucks

EITHER OR BOTH - AS YOUR WORK REQUIRES

SEND WITH YOUR LETTERHEAD

THE AUTOCAR COMPANY

Box 8001, Ardmore, Pa.

Without obligation, please give me more information regarding economies resulting from combined use of gas and electric trucks.

## DISTRIBUTION THE BIG PROBLEM, BABSON SAYS

THE development of our next period of prosperity is almost entirely in the hands of those who control our distribution, according to Roger W. Babson.

"During the past forty years great progress has been made in production," says Mr. Babson. "The keenest minds have gone into manufacturing. The result has been the reduction of the cost of producing. We make practically everything today for less than it cost to make it twenty years ago. We do this in spite of higher wages. The cost of distribution meantime has climbed steadily until it has more than offset our savings on the production end of the business, and the retail price of practically all articles today is above what it was twenty years ago.

"The manufacturing capacity of our country is now highly developed and is far ahead of our ability to distribute effectively and economically. The problem of American business, then, is the problem of distribution, and I venture to say that during the next forty years the keenest minds in our business world will be working on it. The great 'inventions' will be in connection with new methods of distribution rather than with new methods of manufacturing.

"Rapid development of the chain store is one of the first evidences of improved distribution methods. The store on a motor truck is another, for it has the cash trade advantage of the chain store and at the same time provides an economical delivery system. I am told that one of these enterprising motor truck store retailers in New England is not only saving rent on his store but by displaying advertisements on the sides of his truck is practically paying his running expenses. These various forms of self-help stores are forerunners of other plans which are sure to come and which will help to transfer goods from maker to user on a more economical basis.

"The rapid increase in the use of advertising is helping to get the volume that brings distribution costs down. Direct main merchandising and new house to house canvassing plans are other efforts in this same attempt to reduce the high cost of selling. I believe that the chain store has come to stay and that newspaper advertising especially will be used more and more as an economical and effective sales agent. It is probable that our great universities and technical schools will consider distribution an important subject and will give much time and thought to it from now on. The recent Baker gift of \$5,000,000 to the Harvard school of business rather than to any classical or technical school is indicative of this trend.

"If we are to improve the system of distribution and reduce the spread between the manufacturer's price and the retailer's price, it is vital that many people change their ways and begin to take real interest in this complicated problem.

"The situation presents a challenge to the hundred thousand young men who

now have the opportunity of choosing a vocation. Some of them are in colleges or in universities undecided as to what they shall choose as a life work. Of course they are not all fitted to serve in this particular field, but to those young men who have the qualifications necessary for distribution work, and who have a desire to be of the largest public service rather than to make the largest amount of money, I heartily commend the problem of more effective and economical distribution as a real job.

"The high cost of selling is responsible in a large part for the dullness of business experienced this year."

## STORAGE COMMITTEE REPORT

AT the recent meeting of the Atlantic States Shippers' Advisory Board the following report was submitted by Charles Milbauer, chairman of the Board's warehouse and storage committee:

"The condition of business in the storage and warehouse line has been slow on account of general business conditions.

"The report from the New York State warehousemen is that the months of June, July and August were seasonably quiet and in September there was a slight pickup. There is no prospect of much carload business going out of the warehouses as most of the goods in the warehouses are small lots and will not be loaded out in carloads.

"From the southern end of the district, covering Philadelphia and Baltimore, there is about the same condition except that business early in September was a trifle better than during the summer months, with the result that there has been a larger demand for cars, and there are no immediate prospects for any great car demand during the next three months.

"In the New Jersey territory the conditions are similar in that owing to the conditions of being at its lowest ebb in this State there is no general demand as yet for any great movement of cars.

The tendency toward better business is apparent, and, while we do not anticipate any great rush, we believe that the carriers have amply provided equipment to take care of any emergency for the next sixty days."

## Big Storage Contract

The Independent Warehouses, Inc., New York, has concluded a contract for continual storage of a supply of 300,000 pounds of Turkish tobacco for the manufacturers of one brand of popular cigarette.

## A. B. SWETLAND BUYS FURNITURE MAGAZINE

A. B. SWETLAND, for twenty-one years vice-president and general manager of the Class Journal Co., publishers of *Distribution & Warehousing* and a group of automotive business magazines, has withdrawn from the organization, having purchased *The Furniture Index*, of Jamestown, N. Y.

Mr. Swetland is one of the pioneers of automotive publishing, having acted as manager for most of the publications of his brother, the late H. M. Swetland, formerly president of the United Publishers Corp. and the Class Journal Co.

Coming to New York City in 1890 as treasurer of the Power Publishing Co., now Power, A. B. Swetland became associated with *The Automobile* and the *Automobile Trade Directory* in 1903 as general manager; published *Motor World* in 1911, went to the Class Journal Co. in 1912 when *Motor World* was purchased by the United Publishers Corp., and continued as general manager of the Class Journal Co. until entering the furniture business paper field.

## Traffic Branch Established

A department for the handling of traffic has been established by the City Transfer Co. of Long Beach, Cal., and will be under the supervision of H. P. Jones, for the past twelve years prominently identified in traffic work in southern California. Mr. Jones will have charge of the direction of the movement of freight, handling overcharge and loss and damage claims, foreign and coastwise and intercoastal freight forwarding, marine insurance, surveying of cargoes, legal and kindred activities.

## Texas May Tax Trucks

Motor truck freight lines will be declared common carriers in Texas and a special tax will be levied against them if the Texas Legislature at its coming regular session acts favorably upon a recommendation which F. Y. Robnett, secretary of the State Highway Commission, has announced he will make to the legislature. Motor bus passenger lines would be affected also.

It is stated that the proposition of taxing trucks and buses and of fixing their schedule rates will be urged by the railroads operating in Texas.

## Walker Price Increases

Increases in prices ranging from \$200 to \$400 and affecting its entire line of electric commercial trucks, with the exception of the 1/2-ton model, have been announced by the Walker Vehicle Co., Chicago. The following table gives the old and new prices:

Model	Tons Capacity	Old Price	New Price
12	1/2	\$1,900	\$1,900
15	3/4	2,600	2,800
22	1	2,800	3,000
42	2	3,800	4,200
P	3	5,600	6,000
N	5	6,400	6,700

## Kelly Kats will stand any service test

The real test of a truck tire is the service it gives in actual use. How do the tires you have been using measure up to this test?

- Have they given ample traction at all times?
- Have they cushioned your truck satisfactorily?
- Have they stood up under severe punishment?
- Have they delivered long, economical mileage?

If you have been using Kelly Kats your answer to each of these questions will be "yes." Kelly Kats combine *all* these qualities to a degree not equalled in any other type of tire and they will successfully stand this or any other service test to which you may wish to put them.

**There are no Caterpillar  
tires but Kelly Kats**

KELLY-SPRINGFIELD TIRE CO.  
250 West 57th Street New York, N. Y.



"For our hauling we must have a tire practically as resilient as a pneumatic, plus long mileage. That is why our fleet of trucks is equipped with Kelly Kats," says the CAPITAL VAN & STORAGE CO., of Sacramento, California.

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING



## WAREHOUSEMEN GUESTS OF RAILWAY OFFICIALS

**T**HROUGH get-together plan inaugurated in Cleveland a short time ago both railroad and warehousemen believe that better cooperation and understanding of each other's problems will be developed on transportation matters in this district.

Through the committee on direction of the American Railway Association the warehousemen of the territory were the guests of the freight officials at a dinner near Cleveland late in September. According to W. R. Thomas, vice-president of the Lincoln Storage Co., and Frank Laughlin, freight agent in Cleveland for the Erie Railroad, the meeting brought both the shipping and shipper interests together in a manner not possible through any other means.

Such meetings as this are said to show the changing attitude of both sides. The theory coming more and more into favor is that the public will benefit if they know railroad men, and that railroad men will be better able to serve the public needs if they have direct contact with people concerned in such matters as are the warehousemen.

The importance, from a service standpoint, of the Cleveland meeting can better be understood when it is realized that the committee headed by Mr. Laughlin is practically the freight station section of the American Railway Association. The president of it is the chairman of the committee; all committees report to the committee on direction. Data secured by this special committee is then submitted to the officials of the American Railway Association.

Those attending the initial meeting included the direction committee's chairman, E. J. Coffee, agent at East St. Louis, Ill., for the Southern Railway; the committee's first vice-chairman, C. T. Spear, agent at St. Paul, Minn., for the Chicago, St. Paul, Minneapolis & Omaha Railway; the committee's second vice-chairman, E. E. Lamberton, New Orleans, representing the S. P. S. S. Co.; J. R. Hitchcock, Kansas City agent for the Santa Fe; H. W. Maynard, Jr., New York agent for the Central Railroad of New Jersey; Frank Laughlin, Cleveland agent for the Erie; L. J. Brinkman, Detroit agent for the Michigan Central; G. B. Ingersoll, Chicago agent for the Wabash; W. Merriman, Oakland, Cal., agent for the Southern Pacific; W. H. George, St. Louis agent for the Chicago & Alton; J. A. Byron, Fort Worth, Tex., agent for the Fort Worth & Denver City, and F. T. Anderson, Winnipeg, Canada, agent for the Canadian Pacific, all members of the committee; J. L. Harrington, Omaha agent for the Chicago, Burlington & Quincy; J. A. Williams, Chicago agent for the Chicago & North Western, and B. R. Brennan, Cleveland agent for the Big Four.

### New Graham Model

Graham Brothers, Detroit, are now in production of a new 130-in. wheelbase 1-ton capacity truck chassis priced at

\$1,175. It has a gross load capacity, including cab and body, of 2750 lbs. and a speed rating of 25 to 30 m.p.h.

## BALTIMORE ATLAS IS BUILDING NEW PLANT

(Concluded from page 26)

or rented out for the storage of commercial papers and records.

The floor above the mezzanine, termed the third floor, is for open storage. The fourth floor is divided into private rooms ranging in size from one to three van loads.

The total square foot area of this house is a trifle more than 30,000 sq. ft. In the rear, well laid out driveways and shipping platforms are provided so that additional carloads may be unloaded.

Throughout this design thought has been given to utility and conservation of space, and the entire lay-out provides a compact, efficient, workable plant, using every available cubic foot of space for an earning power through the elimination as far as possible of any waste space, and yet avoiding restrictions that would interfere with the maximum operation.

The building was designed by Moores & Dunford, Inc. of New York City, and is being erected by the Consolidated Engineering Co., Baltimore.

## CANADIANS TO CONVENE IN VANCOUVER JAN. 15

**T**HE Canadian Storage and Transfermen's Association will hold its seventh annual convention on Jan. 15, 16 and 17 at the Hotel Vancouver, Vancouver, British Columbia.

Through *Distribution & Warehousing* the officers and directors extend to all warehousemen an invitation to attend.

"A very constructive program on the many problems confronting those engaged in merchandise, household goods, cold storage warehousing and transportation," according to E. A. Quigley, secretary, "and the discussions arising from the many valuable papers on the agenda promise to be interesting and instructive."

"In addition to the many prominent speakers who are to be present from the United States and Canada, E. Ames, general manager, Gaze Kane & Co., Ltd., St. Leonard's-on-Sea, a prominent warehouseman of England, is to attend. Mr. Ames will represent the Furniture Warehousemen & Removers' Association, Ltd., of London."

Motoring, golfing, a banquet and a tour of the harbor and the Government elevators and docks will be among the entertainment features.

### Voters Against Gas Tax

At the November elections in Massachusetts, the proposed law under which gasoline would have been taxed two cents a gallon was defeated.

## TOOKER CO. BUYS TWO CURRIER-LEE HOUSES

**T**HE Tooker Storage & Forwarding Co., Chicago, New York and Los Angeles, has acquired two warehouses in Chicago's Central Manufacturing District, and there plans an additional \$1,000,000 building. The transaction involves two business good wills, four leasehold interests and other details requiring nearly a year of negotiation.

From the Currier-Lee Warehouse Co. the Tooker company purchased the warehouse property at 3611-35 Iron Street, listed in the 1924 Warehouse Directory as having 150,000 square feet, at a reported \$500,000. It is a five-story building served by the Chicago Junction Railway. This warehouse is now occupied by the Merchants' Warehouse & Distributing Co., whose lease ends Dec. 31, when the Tooker interests will take possession.

As part of the deal the Tooker company has taken over the business of one of the Currier-Lee subsidiaries, the Great Central Warehouse Co., and thus secures possession of a warehouse containing 100,000 square feet, located at 3161-24 Iron Street.

A tract purchased by the Tooker company in 1921, on the river at Lumber Street near Twenty-second Street, has been transferred to the Currier-Lee company.

On the 50,000 square feet of vacant land adjoining one of the Iron Street structures the Tooker company is planning to build a five-story and basement warehouse to contain 300,000 square feet and served by five switch tracks.

### Care of Motor Trucks

The General Motors Truck Co., Pontiac, Mich., has published for free distribution a pocket-size booklet containing seven articles on the "Care and Operation of Motor Trucks," by F. A. Whitten, the company's chief engineer. The booklet is a reprint of a series of articles which appeared in the trade press and the public press of the country during the past three months. It was published in the pocket edition in response to numerous inquiries from truck owners and operators, who desired it for distribution to their employees. The references and suggestions made are general and can be applied to all makes of trucks.

### Tire Price Situation

A statement issued in Akron in November by the Firestone Tire & Rubber Co. that "Stability should be the keynote of the industry in 1925" is taken to mean by officers of some of the other rubber companies in Akron that there will be no further price-cutting of tires. Unless Firestone takes the initiative, it is regarded as almost certain that the present price level for tires will be maintained for some time to come.



## Lower Upkeep

You will find a better way to do your hauling when you put your first GMC to work—a more profitable way.

The lower cost of operating GMCs puts many dollars into your pocket that would otherwise go into repair and upkeep. GMCs are deliberately designed against the wear that knocks the life out of your trucks.

Every GMC part is designed overstrength and built of overstrength materials, even though something less expensive might never cause trouble.

Every GMC of two tons and over has the now famous Two Range Transmission. Its lower than low speed saves wear and tear on engine, transmission and rear axle when heavy pulling is encountered with a full load.

Every GMC wearing part is quickly renewable when wear finally occurs. Even cylinder walls. A new truck, at small cost, with hardly any time off the job.

Through and through a GMC is built like this to keep upkeep costs down to the low dollar. You need GMCs in your fleet.

*Ask for a catalog.*

### GENERAL MOTORS TRUCK COMPANY

*Division of General Motors Corporation*  
PONTIAC, MICHIGAN

# Longer Life

## General Motors Trucks



*Clip and mail*

GENERAL MOTORS TRUCK CO.,  
Dept. 40  
PONTIAC, MICH.

Send me the GMC catalog.

Name .....

Business .....

Address .....

**"G.M.C. Trucks are seven steps ahead"**

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

## LEHIGH & NEW ENGLAND CO. BUILDS TERMINAL

(Concluded from page 27)

that will accommodate the bookkeeping department, with a private office of the manager directly in front of this space, a directors' room to the rear.

Directly in the rear of the marble counter, and in plain view of the lobby, is the silver vault. To the right of the vault is a passenger elevator extending to all floors. To the left of the passenger elevator is a fur vault under cold storage for the convenience of customers who desire to store furs and woollens in the summer-time.

To the right of the silver vault a passageway leads to the rear of the first floor, with entrances from the corridor to the men's and women's lavatories. Directly to the rear of this space, and located approximately 65 ft. from the front, is the first elevator to be used for general merchandise, available also for household goods on the top floor. This elevator is approximately 19 ft. long. On a direct parallel 60 ft. further to the rear is located the second elevator. Both of these run to the ground floor level so that new automobiles may be run out to the street grade without ramps.

This east wing is approximately 60 ft. wide at the first floor, and has on the right-hand side a series of seven doors, for trucks, and seven doors on the left-hand side, allowing direct access to the double sidetrack.

To the rear is a shipping platform with doors leading into the warehouse, and extending approximately 150 ft. to the rear, used as a team track for the double track siding.

The space of this first floor will be utilized as receiving and delivery platforms and for the storage of fast-moving commodities.

The left-hand or west wing is provided with the same number of elevators placed approximately the same as the east wing. Both wings have comfortable shipping clerks' offices provided with automatic registering scales.

The entire area of this building, approximately 60 by 200 ft. will be used for shipping purposes and the storage of fast-moving commodities. On the right-hand side of this wing nine large doors open to the double sidetrack for unloading or loading freight cars. On the left-hand side ten large doors are provided for receiving and delivering two trucks.

### The Upper Floors

The second floor also is designed in two wings of 60 ft. by 200 ft. each, with the upper portion of the railroad siding separating them. The east wing is divided into two large spaces, 60 by 100 ft. each, for storage of general merchandise. The west wing is divided into four cold storage compartments.

The third floor is in one large space 150 by 200 ft. the right-hand side, for general merchandise, with a fire wall directly in the center, being of 60 by 200 ft. The left-hand side, 80 by 200 ft.,

is divided into eight cold storage vaults, with the usual vestibules and ante-rooms. The fourth floor is approximately the same as the third floor.

The fifth and sixth floors are utilized entirely for general merchandise. These floors are 150 by 200 ft. and are divided into four compartments each by fire walls, each opening protected by double tin-clad sliding doors.

The seventh floor has an area of 150 by 200 ft., the right-hand side being utilized for household goods, with space sub-divided into private rooms of various sizes; and the balance for general merchandise, being divided into two compartments by a fire wall with two doors protected by double tin-clad doors.

### Five Elevators

There will be five elevators—four for freight and one for passengers. The passenger elevator will be of the "push button" type and will run directly from the office to each floor of the building, facilitating the work of the clerical force in checking up or permitting customers to visit the floors on which their commodities are stored. The four freight elevators will each be of from 3000 to 6000 lb. capacity, and will be of a self-leveling type, avoiding necessity of having four experienced operators. If the operator of the elevator stops the car within 4 to 6 in. of the floor it will immediately and automatically bring the floor of the car to the exact level of the floor.

These freight elevators are designed to carry four large trucks at a trip if necessary. Should a loaded truck weighing one ton be run off the car in certain types of elevator, the stretch of the cable is taken up and the car will raise from  $\frac{1}{4}$  to  $\frac{1}{2}$  in. when relieved of the strain. Should this happen in the Lehigh elevators, the automatic device will immediately bring it back to the floor level, thus facilitating handling of trucks from elevator to floor and also decreasing damage to truck wheels and axels, to say nothing of the injury done to the floor by dropping the front wheels of the truck from  $\frac{1}{4}$  to  $\frac{1}{2}$  in. on to the concrete. It is claimed that through tests it has been determined that this sort of a device for self-leveling will repay the cost of this equipment in less than four years.

In the cold storage department much thought and time have been spent to make it modern in both efficiency and operation. Separate bunker coils have been provided, with humidity apparatus and deodorizers for the storage of eggs. A separate bunker has been provided for the cooling of the fur rooms and rug vaults.

The entire cold storage equipment and machinery are of the latest and best type the market affords, and laid out in duplicate systems to avoid shutting down if an accident occurs.

Several months were spent in the planning and designing of this house with C. H. Moores as architect, and Moores & Dunford, Inc. of New York City, as consulting engineers on layout. The building is being erected by Cramp & Co., Philadelphia.

## 13 HOUSES CONTRACT WITH MONTUL SERVICE

**T**HIRTEEN large merchandise storage companies in thirteen American cities have identified themselves with the Montul Warehouse Service, Inc., whose representatives are soliciting the distributing business of manufacturers and other shippers in the territory comprising Greater New York, eastern New Jersey, eastern Pennsylvania, southern New York and southern Connecticut.

The Montul organization, with offices at 296 Broadway, New York, was incorporated late in September and commenced business on Oct. 15. W. L. Monson, the president, and F. J. Tully, the vice-president and general manager, both came from the transportation field, having had a combined experience of thirty-two years in the service of rail carriers, steamship lines, shippers and forwarders, in the capacities of solicitors and handling freight traffic problems generally, including the constructing of tariffs and quoting rates.

"Our purpose," according to Mr. Tully, "is to represent one warehouse at each strategic distribution point. So far thirteen warehouses have signed contracts, and they represent the very highest type in their respective communities. It is our aim to confine the membership on that plan."

The following are the companies represented:

Atlanta, Security Warehouse Co.; Chicago, Soo Terminal Warehouse; Davenport, Iowa, Merchants Transfer & Storage Co.; Des Moines, Iowa, White Line Transfer & Storage Co.; Fort Smith, Ark., Fort Smith Warehouse Co.; Houston, Tex., A B C Storage & Moving Co.; Louisville, Ky., Pickrell & Craig Co., Inc.; New Orleans, Commercial Warehouses; New York, Republic Storage Co., Inc.; Oklahoma City, Okla., Merchants Southwest Fireproof Warehouse Co.; St. Paul, Minn., St. Paul Terminal Warehouse Co.; Sioux City, Iowa, Berthelsen Transfer & Storage Co.; Syracuse, N. Y., Great Northern Warehouses, Inc.

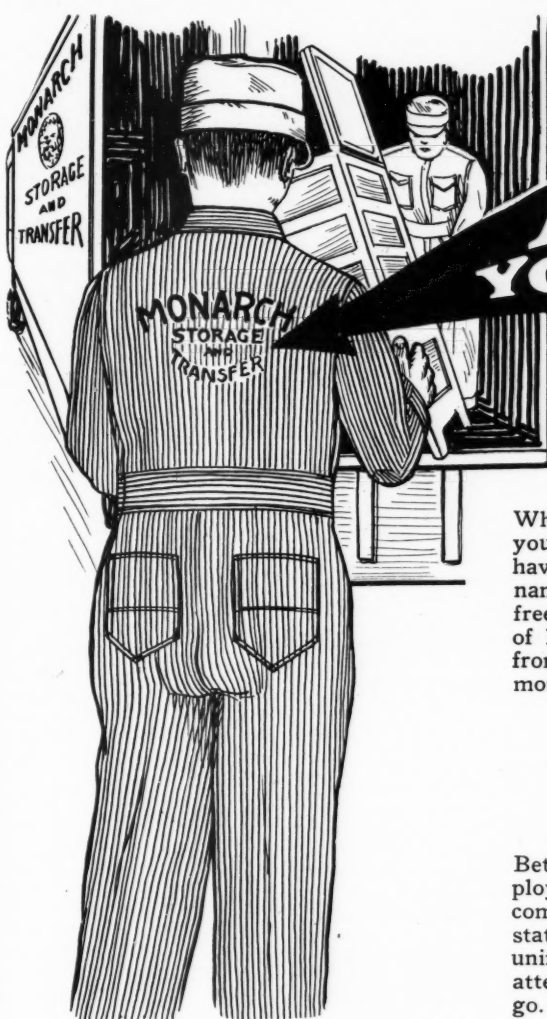
### Morse Expands in Portland

Clay S. Morse, Inc., Portland, Ore., warehousemen, has taken a long term lease on a block opposite the city's Union Station, at a rental of approximately \$100,000. The present two-story structure on the property will be remodelled, the ground floor to be occupied by retail stores and the rest of the building to be devoted to storage for wholesalers and manufacturers. Further plans call for erection of new buildings, including a modern storage warehouse.

### Charles Sorhagen Dies

Charles Sorhagen, proprietor of Charles Sorhagen's Warehouse, Newark, N. J., died on Oct. 23. Several officers of the New Jersey Furniture Warehousemen's Association, of which he was a member, attended the funeral services.





# Advertise your Business

## FREE

Why not have every man in your employ advertise your business? It will cost you nothing. Simply have them wear Better'nall Work Suits with your name or emblem on them. We embroider your name free on every suit. You also give your men the benefit of lower prices by purchasing suits for them direct from us. And you'll not get a better suit for the money. Will outwear any overalls.

### The Neat and Uniform Appearance of Your Men Will Attract Business

Better'nall work suits are now being worn by employees of the country's largest moving and storage companies, garages, motor car manufacturers, filling stations, etc. It certainly pays them. The neat and uniform appearance of men in Better'nall suits attract attention and make a good impression wherever they go. Besides they advertise your business FREE.

### Send for Sample Suit

Tell us the size and color suit you want. Send your trade mark or emblem. We will embroider it on a Better'nall Suit or Coat in front or back, in any color you choose of black, blue, red or white. If you are not entirely pleased with it we will refund your money without question. Send for it now.

### Automotive Garment Co.

729 Wyandotte St.,

Kansas City, Mo.

### An Unusually Well-Made Garment

Made of good heavy materials, in blue, white, khaki or blue and white striped patterns. All stitches reinforced. Buttons covered so as not to scratch or come off. Pockets reinforced with extra thickness of cloth. Extra roomy and long.

### Note These Low Factory Prices

1 to 6 Suits, each.....	\$3.25
7 to 12 Suits, each.....	3.00
13 to 25 Suits, each.....	2.85
25 and up Suits, each.....	2.75

#### COATS

White or Khaki, each.....	2.75
---------------------------	------

**LETTERING IS FREE.**

# Better'nall

## WORK SUITS

## CONSTRUCTION, REMOVALS, PURCHASES AND CHANGES

**Capital Van & Storage Co.,** Sacramento, Cal., has completed a 5-story and basement warehouse at Twenty-first and R Streets.

**Eastern Warehouse & Cold Storage Co.,** Springfield, Mass., is planning to put up a 2-story warehouse, 42 by 146 ft., on Liberty Street.

**Eldredge Express & Storage Warehouse Co.,** Atlantic City, N. J., has completed its 6-story reinforced concrete and brick warehouse, at Atlantic Avenue and Hartford Street.

**Herrin Transfer & Warehouse Co.,** Shreveport, La., is building a storage plant at Marshall, La., for merchandise, household goods and automobiles.

**Hollywood Storage Co.,** Hollywood, Cal., is having architects prepare plans for a 13-story Class A warehouse to represent an investment of \$500,000, to be erected on Highland Avenue near Santa Monica Boulevard.

**Hudson Storage & Refrigerating Co.,** Jersey City, N. J., is the new name of the New Jersey Refrigerating Co.

**Pacific Transfer Co.,** Spokane, Wash., has taken a three-year lease on a garage in Third Avenue and will use it for a machine shop and garage for its truck fleet.

**Shank Furniture & Storage Co.,** Indianapolis, is building a 4-story reinforced concrete and brick plant at 227 New Jersey Street.

**Triangle Transfer & Storage Co.,** San Diego, Cal., recently filed with the California State Railroad Commission an application for a certificate of public convenience and necessity to operate between San Diego and Los Angeles and way points for the hauling of furniture.

### New England Transport Conference

A motor transport conference to discuss the highway transportation problems of New England will be held at Boston on Dec. 11 and 12, under the guidance of the National Automobile Chamber of Commerce, and with the cooperation of many New England organizations representing motor vehicle users.

Leaders in the automotive industry are convinced there is a distinct place in the transportation field for each facility—railroads, waterways, electric lines and the highway vehicles, and that if the proper economic sphere of each is more fully determined and better understood there need be no conflict. It is their belief that the meetings to be held in New England will assist in the process of making better understood the function of each.

Railroad men and trolley officials will be among the speakers, and special sessions of the conference will be devoted entirely to discussion of how electric railways are using the motor bus, and how railroads are solving, with the motor truck, the problem of handling local less-than-carload freight.

Other speakers will tell of what the commercial use of New England's great new highway system means in dollars and cents. The Federal Government's research program into the economics of road use will also be presented. One of the most important topics will be a discussion of how to promote safety and reduce highway congestion.

## CARRIERS ESTABLISH 7 NEW FREIGHT RECORDS

**F**IRST class railroads in the United States established seven new high records in the handling of freight during the first ten months of 1924, according to a report submitted by the car service division of the American Railway Association to the association's directors in annual meeting recently. These records are set down as follows:

"1. The greatest number of cars for any one week in history were loaded with revenue freight the week ended Oct. 25, when the total was 1,112,345 cars. This exceeded by 14,852 cars the record of 1923, which was the previous peak.

"2. The railroads for the week of Oct. 25 loaded 72,474 cars with grain and grain products, the greatest number for any one week on record.

"3. Loading of merchandise and less than carload lot freight totaled 259,617 cars for the week of Oct. 11, the highest record for any one week ever reported.

"4. A new high record for any week in the loading of miscellaneous freight was made the week of Oct. 25, when the total was 422,890 cars.

"5. The railroads on Wednesday, Oct. 15, moved 1,030,211 freight cars, the greatest movement for any one day in history. This included both loaded and empty freight cars.

"6. High record in respect to number of surplus freight cars and serviceable locomotives in storage when loading of revenue freight was in excess of 1,000,000 cars a week. At the same time there was no car shortage or congestion due to railroad disability.

"7. Thirty-one million seven hundred thousand and seven hundred and eighty-nine cars loaded with all commodities, excluding coal, coke and ore, for the period from Jan. 1 this year to Oct. 25. This was the greatest movement of these commodities on record, exceeding by 363,182 cars, or 1.1 per cent, the previous high record for the corresponding period established in 1923. Loading of all commodities, except coal, coke and ore, represents about 76 per cent of the total traffic."

### Columbus Company Reorganizes

The Fireproof Warehouse & Storage Co., Columbus, Ohio, has been reorganized and the name has been changed to Dolle Fireproof Warehouse & Storage Co. The company has been incorporated with a capital stock of \$1,000, to be increased later. The incorporators are Walter P. Dolle, Edward H. Dolle, Jackson W. Sparrow, Thomas T. Bryant and Frank B. Curry.

## NEW INCORPORATIONS WITHIN THE INDUSTRY

**Alamac Storage Warehouse,** New York City. Capitalization, \$5,000. Incorporators, J. Goodheim, V. Nagler and E. Nagler.

**General Warehouse Co.,** Ancor, Newton, Ohio. Capitalization, 100 shares, no par value. Incorporator, Albert H. Morrill.

**Grand Junction Warehouse Co.,** Grand Junction, Colo. Capital stock, \$10,000.

**Herbert Warehousing Co., Inc.,** Philadelphia. Capital, \$5,000. Incorporators include F. R. Delcher.

**Jay A. Mellish Warehouses,** New York City. Capitalization, \$10,000. Incorporators, F. Flannerty, M. McCormack and M. Mellish.

**McElligott Warehouse Corp.,** Elmira, N. Y. Capital, \$25,000.

**National Warehouse Storage Co., Inc.,** Milwaukee. Capital, \$50,000. Incorporators include Francis Nowak.

### Curtis Eldredge Injured

Curtis Eldredge, father of Willard Eldredge, president of the Eldredge Express & Storage Warehouse Co., Atlantic City, N. J., was in a serious condition, late in November, as the result of an injury sustained while supervising a moving job. One of his feet was crushed under a trolley car being skidded along. Two operations were necessary and the foot was finally amputated.

Because of the accident the holding of the November meeting of the New Jersey Furniture Warehousemen's Association, of which Willard Eldredge is president, at the Eldredge company's new warehouse in Atlantic City, was called off and the meeting was held in Newark as usual. Warehousemen throughout the East had been invited and a banquet was to have been served in the warehouse.

### Under State Jurisdiction

Eight truck companies, some of them operating public warehouses, which have been in service between Los Angeles and Los Angeles Harbor and which have been operating independently of the California Railroad Commission, have come under the jurisdiction of that State body and have issued a new tariff covering movement between Los Angeles and San Pedro. The rates, however, are virtually unchanged. The companies affected are the Pioneer Truck & Transfer Co., California Truck Co., Citizens' Truck Co., Paul Kent Truck Co., Star Truck & Transfer Co., Belyea Truck Co., Smith Bros.' Truck Co. and Ashton Truck Co.

### New Youngstown, Ohio, Company

The Watson Warehouse Co., Youngstown, has been chartered, with an authorized capital of \$125,000, to do a general warehousing business in merchandise and household goods. The incorporators are W. W. Watson, T. M. Cooney, G. H. Martin, L. A. Omlar and R. S. Watters, Jr.



## Again We Repeat!

### MULTISTAMP

"For addressing Shipping Tags and Labels IT HAS NO EQUAL."

"It saves us much valuable time, insures accuracy and legibility in our Shipping Department."

"It does all you claim for it and is well worth the price."

Thousands of like expressions come from satisfied MULTISTAMP users all over the world—IT WILL DO JUST AS MUCH FOR YOU.

Two sizes—No. 1, for Tags, Labels and rubber-stamp requirements \$7.50 with complete equipment—No. 3, for postal cards and larger duplication \$15.00 U. S. A. Eventually you'll own one—why not NOW?

**THE MULTISTAMP COMPANY, Inc.**  
Norfolk, Va.

#### SALES OFFICES

The Multistamp Corp., 10 E. 43rd, New York  
Office Devices Co., Rialto Bldg., San Francisco  
Multistamp Sales Agency, Terminal Sales Bldg., Seattle  
The Tidewell Co., 43 Fairlee St., Atlanta  
H. E. Sargent, Boyd Park Bldg., Salt Lake City



*These children are being cured of tuberculosis at Perrysburg, New York, by fresh air and sunlight.*

## Have you tuberculosis? Wait! Are you sure?

SCIENCE has discovered that the germs of tuberculosis enter the bodies of seven out of every ten people during childhood. You are probably already infected. You are in no danger from tuberculosis so long as you keep well and strong enough to resist the attack of the germs.

There is an organized war against tuberculosis, carried on by the Tuberculosis Associations. Its object is to keep you

strong and well, and to stamp out the disease so that others will not be infected. This war is financed by the annual sale of Christmas Seals.

Christmas Seals save the lives of nearly 100,000 people every year. Indirectly they may have been the means of saving yours. Help in this work. Buy Christmas Seals. You not only protect yourself, but you help others not so fortunate. Buy Christmas Seals, and buy as many as you can.



STAMP OUT  
TUBERCULOSIS  
WITH  
CHRISTMAS  
SEALS

THE NATIONAL, STATE, AND LOCAL TUBERCULOSIS ASSOCIATIONS OF THE UNITED STATES

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

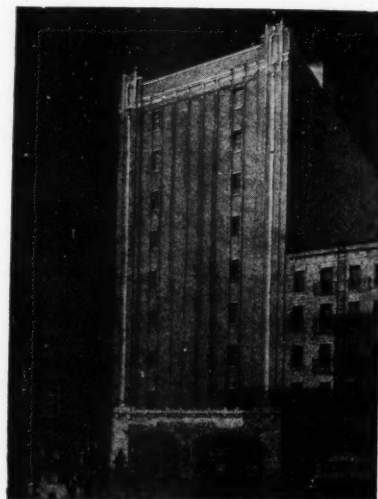
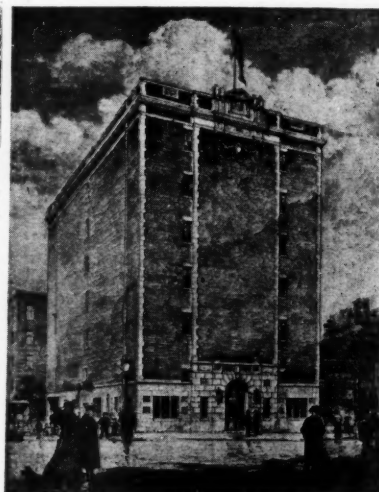


# Moores & Dunford

designed and built Warehouses  
provide maximum storage space

*We charge  
no fee for  
consultation  
and advice*

*Our staff  
is at your  
Service*



The correctly designed warehouse means thousands of dollars earning capacity without waste.

## Where do your dollars go?

WHEN your money goes into a warehouse building—every dollar of it should represent the greatest amount of storage space available in that building.

If it represents waste space you will suffer from a handicap that you cannot overcome—a loss you can never make up.

Your plans *must* be *right* before your building is started.

Moores and Dunford offer you a service unique in the field of Warehouse design and construction.

For years we have specialized in the designing and planning of warehouses. We show you how to build for less money and obtain maximum storage space.

We reduce building costs through our close contact with supply sources and our familiarity with trade conditions.

We supervise the construction of your building—not spasmodically but regularly and closely from start to finish.

You are assured of the greatest possible percentage of profit from a warehouse scientifically designed and built.

Wire, write, telephone or call on us.

# MOORES & DUNFORD, Inc.

110 E. 42nd St.



New York City

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

# Shippers' Index

A Guide to representative Merchandise, Cold Storage and Household Goods Warehouses, Forwarders, Terminals, and Transfer Companies, arranged by States and Towns

## "ANDY SAYS"

Within ten days  
The 1925 Annual  
Warehouse Directory issue  
Will close its forms  
And go to press.

We urge you  
To act now—  
Send us your  
Advertising copy,  
Also corrections  
That should be made  
In your listing  
For this big Annual number,  
Which will serve  
The merchandise and  
Household goods shippers  
Of the United States  
And Canada  
For the year 1925.

Thousands have answered  
Our previous notices  
To send us  
Their material  
For this issue.  
There are others  
Who delay  
This important matter  
Until the last minute.  
If you have  
Procrastinated,  
May we say



Old Man Opportunity has sore knuckles—and  
is knocking for the last time!

"Only ten days are left  
To act in."  
The 1925  
Directory Issue  
Is to be the one,  
Outstanding issue  
In the history  
Of this publication.  
Nothing has been  
Left undone  
To make it complete  
And authentic.

And when published  
You will read it,  
Retain it  
And refer to it  
Whenever  
Any information  
Relating to the  
Warehousing industry  
Is desired.

It is the  
Warehousing guide  
For thousands  
Of big shippers  
In the railroad,  
Steamship,  
Warehousing  
And manufacturing  
Industries in America.

If you would do  
Your duty  
To yourself,  
Your business  
And your industry,  
Make your name  
An integral part  
Of this issue  
So that  
The World may know

WHO YOU ARE  
WHERE YOU ARE  
AND WHAT YOU DO.

*The Warehouseman who advertises his ability to serve is deserving of the Shipper's first consideration.*

## CONVENTION CALENDAR

December 8-11	American Warehousemen's Association	Chicago
December 8-11	Central Warehousemen's Club	Chicago
December	Illinois Association of Warehousemen	Chicago
December	American Chain of Warehouses	Chicago
January 15-17	Canadian Storage & Transfermen's Association	Vancouver
January 19-23	National Furniture Warehousemen's Association	Augusta, Ga.
January	Massachusetts Warehousemen's Association	Boston
January	New Jersey Furniture Warehousemen's Association	Newark
January	New York Furniture Warehousemen's Association	New York
January	Texas Warehouse & Transfermen's Association	Austin
February	Maryland Furniture Warehousemen's Association	Baltimore
February	Pacific Coast Furniture Warehousemen's Association	(To be decided)
February	Pennsylvania Furniture Warehousemen's Association	Philadelphia
April	Missouri Warehousemen's Association	(To be decided)
May	Washington State Warehousemen's Association	(To be decided)

## BIRMINGHAM, ALA.

**Charlie's Transfer Co.**

Incorporated 1903

**Distributors and Forwarders  
Storage and Hauling**

We specialize on merchandise handling.  
Private siding, connecting with all railroads.

## BIRMINGHAM, ALA.

ESTABLISHED—1880

OVER 40 YEARS OF HONORABLE SERVICE

**HARRIS TRANSFER  
AND  
WAREHOUSE CO.****MODERN FIREPROOF WAREHOUSE  
MERCHANDISE and HOUSEHOLD GOODS  
STORAGE HAULING PACKING**

*Prompt Service—Accurate Accounting*  
**Offices, Lincoln Life Building**

## BIRMINGHAM, ALA.

**Hess-Strickland Transfer  
& Storage Co.**

General Merchandise, Furniture  
and Household Goods Storage

Distribution of Pool Cars Given Special Atten-  
tion—Motor Trucks in Addition to Wagon  
Equipment—Track Connections with All  
Railroads.

## BIRMINGHAM, ALA.



**WARRANT  
WAREHOUSE  
COMPANY**  
Established 1905



BIRMINGHAM and MOBILE

**Fireproof Sprinklered Warehouses**

Sidetracks connecting with All Railroads

**DISTRIBUTION — STORAGE — LOANS**

Operates Its Own Trucks and Teams

**LOWEST INSURANCE RATES IN THE SOUTH**

## MONTGOMERY, ALA.

**LEADING WAREHOUSEMEN****DISTRIBUTION—HAULING  
PACKING — STORAGE of  
HOUSEHOLD GOODS  
MERCHANDISE and AUTOMOBILES**

TWO LARGE WAREHOUSES—PRIVATE SPUR  
LARGE FLEET OF MOTOR TRUCKS

**ALA. MOTOR TRANSFER CO.**

COR. LAWRENCE and RANDOLPH—132 LEE

## MONTGOMERY, ALA.

*"Service That Satisfies"***Moeller Transfer & Storage Company**

105 WATER STREET, MONTGOMERY, ALA.  
Storage, Forwarding and Distributing

## NOGALES, ARIZ.

**Walker Transfer and Storage Co.***Pool Car Distributors*

Storage—Packing—Moving—Shipping  
COAL DEALERS  
Motor Truck Equipment

243 Grand Ave.

Nogales, Ariz.

## TUCSON, ARIZONA

**Tucson Warehouse & Transfer Co.****POOL CAR DISTRIBUTORS  
FIREPROOF STORAGE**

26 North Scott St.

Tucson, Arizona

## FORT SMITH, ARK.

**O.K. TRANSFER & STORAGE CO.**

Rogers Ave. and 2nd St.  
FORT SMITH, ARK.

*Storing—Shipping—Moving**Pool-Car Distributing a Specialty*

## TEXARKANA, ARK.

**DISTRIBUTION**

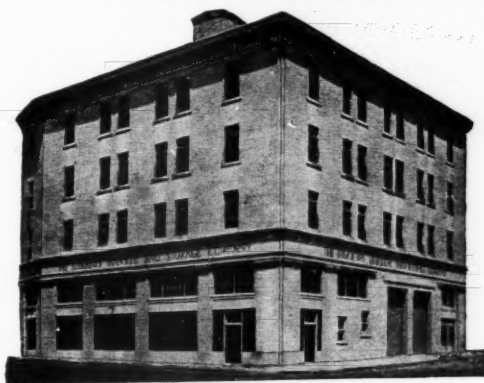
**TEXARKANA**  
1882  
*Complete Service*  
**HUNTER**  
TRANSFER CO.  
**ARK-TEX.**  
**STORAGE**



## BERKELEY, CAL.

# STUDENTS Transfer & Storage Co.

"ALWAYS MOVING"



The Leading Fireproof storage place in  
Berkeley

We give daily service to Oakland,  
Alameda, Piedmont, Emeryville  
and San Francisco

**S**TUDENTS  
TORAGE  
S E R V I C E

EL CENTRO, CAL.  
IMPERIAL VALLEY

## PIONEER TRUCK and TRANSFER CO.

Warehouse:  
S. E. Cor. 3rd & State Sts.  
Office: 114 N. 5th St.



Only Reinforced  
Concrete Warehouse  
for Storage and  
Carload Distributing  
Throug hout  
the Whole Imperial  
Valley.

Daily Truck Service  
to All Valley Towns.  
Our Stock in Trade,  
SERVICE.

## FRESNO, CAL.

## BEKINS VAN & STORAGE CO.

California  
Shipments Promptly  
Handled

Los Angeles  
1335 S. Figueroa  
Street

Fresno  
1248 Van Ness Ave.

—Distributors of pool  
car shipments.  
—Private spur.  
—12 fireproof deposi-  
tories in California.

San Francisco  
13th and Mission  
Oakland  
22nd and San Pablo

## FRESNO, CAL.

## Valley Van & Storage Co., Inc.

Private Spur

Distributors of Pool Cars of  
Household Goods, Machinery and Merchandise  
Office: 842 Broadway, Fresno, Calif.

## HOLLYWOOD, CAL.

LOCATED IN THE CENTER OF  
RESIDENTIAL LOS ANGELES

## Hollywood Storage Company, Inc.

"FIREPROOF"

Car Distribution Private siding P. E. RR.  
We have Los Angeles terminal rates  
Consign to Hollywood via U. P. or S. P. RR.  
1666 N. Highland Ave., Hollywood, Calif.

## LONG BEACH, CAL.

Since  
1903

Harry Meldrim, Pres.



## HOUSEHOLD GOODS MERCHANDISE

Removals, Packing, Forwarding, Distributing  
4 Warehouses Warehouse Spur—U. P.  
100,000 sq. ft. STORAGE Sou. Pac. & Pac. Elec.

MEMBERS: { California Warehouseman's Assn.  
Pacific Coast Furniture Warehouseman's Assn.  
National Furniture Warehouseman's Assn.

San Pedro—DOCK CONNECTIONS—Wilmington  
SAFETY SERVICE

## LOS ANGELES, CAL.

## BEKINS VAN & STORAGE CO.

California  
Shipments Promptly  
Handled

Los Angeles  
1335 S. Figueroa  
Street  
Fresno  
1248 Van Ness Ave.

—Distributors of pool  
car shipments.  
—Private spur.  
—12 fireproof deposi-  
tories in California.

San Francisco  
13th and Mission  
Oakland  
22nd and San Pablo

## LOS ANGELES, CAL.

For  
"Service with Security"  
Ship  
to

California Fireproof Storage Co.  
2808 W. Pico St.  
LOS ANGELES

W. E. BROCK  
Vice-Pres.

F. L. ALLEN  
Pres.

F. M. BROCK  
Treas.

LOS ANGELES, CAL.



**CALIFORNIA TRUCK CO.**

INCORPORATED 1884

**Pool Carload Distributors**

Handling goods destined to points in  
**SOUTHERN CALIFORNIA and ARIZONA**  
and to  
**TRANS-PACIFIC PORTS**  
322-324 EAST THIRD STREET

LOS ANGELES, CAL.

*Located in the Center of Downtown  
Business District*

**COLYEAR'S  
VAN & STORAGE CO.**

Curtis C. Colyear, Prop.  
MAIN OFFICE—415 S. San Pedro St.

Warehouse No. 2  
415 S. San Pedro St. Fireproof.  
Warehouse No. 4  
540 S. Alameda St. Sprinkler Equipped.

Member { American Warehousemen's Association  
Nat'l Furn. Warehousemen's Association  
Pacific Coast Warehousemen's Association  
Los Angeles Warehousemen's Association

Moving—Packing—Storing—Shipping  
Pool Car Distribution—Household Goods—Merchandise  
Twenty-Two Years of Dependable Service

LOS ANGELES, CALIF.

**MERCHANDISE  
Storage  
and  
Distribution**

4 acres of floor space, sprinkler equipped, served  
by S. P. spur tracks and prepared to give complete  
warehouse service.

Our location, experience, warehouse facilities,  
and local standing, all make it worth your while  
to consider this warehouse for the storage and  
distribution of your merchandise.

**JENNINGS-NIBLEY**

Warehouse Co.  
1101 East 5th Street  
Los Angeles, Cal.

LOS ANGELES, CAL.

LOCATED IN THE CENTER OF  
RESIDENTIAL LOS ANGELES.

**Hollywood Storage Company, Inc.**

"FIREPROOF"

Car Distribution Private siding P. E. RR.  
We have Los Angeles terminal rates  
Consign to Hollywood via U. P. or S. P. RR.  
1666 N. Highland Ave. Hollywood, Calif.

LOS ANGELES, CAL.



**Co-operation**

Consign to L. A. Warehouse—the largest fire-  
proof repository for household goods on the  
Pacific Coast. We co-operate to the utmost and  
treat your customers as we do our own.

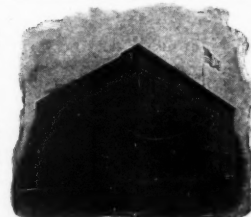
**Los Angeles Warehouse Co.**  
316 Commercial St. Los Angeles



LOS ANGELES, CAL.

**They Like  
Lyon**

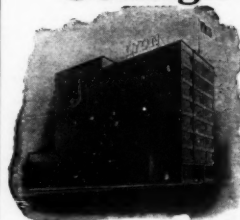
Los Angeles people like  
Lyon storage and moving  
facilities. Consign house-  
hold goods to Lyon and  
please your customers.



**Lyon Fireproof Storage Co.**  
1950 SO. VERMONT AVE. LOS ANGELES

MEMBER  
National Furniture Warehousemen's Association

**Consign to LYON**



Immediate service when  
bill of lading received.

Two modern fireproof  
warehouses conveniently  
located in residential dis-  
tricts with private spur  
tracks.

Collections handled  
promptly.

The Men Who Distribute

**Carey Salt**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## LOS ANGELES, CAL.

WE SOLICIT YOUR  
SHIPMENTS AND POOL CAR  
DISTRIBUTION

**PRUDENTIAL**  
STORAGE AND MOVING CO.

LOS ANGELES  
OFFICE  
941 W. 16th St.

SAN DIEGO  
OFFICE  
962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

## OAKLAND, CAL.

**BEKINS**  
VAN & STORAGE CO.

California  
Shipments Promptly  
Handled

Los Angeles  
1335 S. Figueroa  
Street

Fresno  
1248 Van Ness Ave.

—Distributors of pool  
car shipments.  
—Private spur.  
—12 fireproof deposi-  
tories in California.

San Francisco  
13th and Mission

Oakland  
22nd and San Pablo

## LOS ANGELES, CAL.

**RICHARDS**  
TRUCKING & WAREHOUSE  
COMPANY

668 SO. ALAMEDA ST.  
LOS ANGELES, CALIF.

Agents:

Baldwin Universal Co.

We solicit  
your commercial stor-  
age and pool car dis-  
tribution, as we are lo-  
cated on free trackage,  
and operate both City  
and Interurban Motor  
Truck Service, in most  
of the territory sur-  
rounding Los Angeles.  
We are authorized franchise carriers  
under the Railroad Commission.

Route "VIA RICHARDS"

SPECIAL STEAMSHIP CONNECTION  
FROM WILMINGTON & SAN PEDRO HARBOR TO LOS ANGELES

## OAKLAND, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL



AL. T. GIBSON, Pres.

## SAN DIEGO, CAL.

WE SOLICIT YOUR SHIPMENTS AND POOL CAR  
DISTRIBUTION

**PRUDENTIAL**

STORAGE AND MOVING CO.

LOS ANGELES OFFICE—941 W. 16th St.

SAN DIEGO OFFICE—962 Second St.

THREE WAREHOUSES—PRIVATE R.R. SIDINGS

Members Pacific Coast Furniture Warehousemen's Association  
National Furniture Warehousemen's Association

## LOS ANGELES, CAL.



1,500,000 Square Feet of

Modern Fireproof Warehouse Space in Los Angeles and  
at the Port of Los Angeles

Free and U. S. Customs Bonded Storage  
Insurance Rate 18 cents

Storage — Forwarding — Distribution — Cartage

Space Leased for Private Warehouse, Office and Display

Desk Space with Desk and Office Service Rented

Cotton Pressed to High Density

Special equipment for the proper handling of various  
commodities

Steamer Space booked when requested

We can serve you in some capacity and would suggest  
that you complete your file by requesting the rates for  
our specialized service.

Bonded for \$100,000.00

UNION TERMINAL WAREHOUSE COMPANY  
UNION TERMINAL WAREHOUSE CORPORATION  
SHATTUCK & NIMMO WAREHOUSE COMPANY  
LOS ANGELES, CALIFORNIA

## SAN FRANCISCO, CAL.

**BEKINS**  
VAN & STORAGE CO.

California  
Shipments Promptly  
Handled

Los Angeles  
1335 S. Figueroa  
Street

Fresno  
1248 Van Ness Ave.

—Distributors of pool  
car shipments.  
—Private spur.  
—12 fireproof deposi-  
tories in California.

San Francisco  
13th and Mission

Oakland  
22nd and San Pablo

## SAN FRANCISCO, CAL.

Consign to

**THE HASLETT WAREHOUSE CO.**  
60 CALIFORNIA ST., SAN FRANCISCO

Pioneer in the Warehouse and Distribution Business  
Operating in the Logical Distribution Center of the Pacific Slope with  
Complete Warehouse and Drayage Facilities  
Low Insurance Rates

S. M. HASLETT, President P. E. HASLETT, Secretary  
Member American Warehousemen's Ass'n.  
Member American Chain of Warehouses.

## SAN FRANCISCO, CAL.

NO TASK TOO GREAT  
**LAWRENCE**  
WAREHOUSE COMPANY  
NO DETAIL TOO SMALL



AL. T. GIBSON, Pres.



**SAN FRANCISCO, CAL.**



**Storing and Distributing Merchandise Our Specialty**

Let us handle your San Francisco shipments.

We supply the necessary services for the handling of merchandise through a modern warehouse.

**San Francisco Warehouse Co.**  
625 Third Street



**SANTA MONICA, CAL.**

STORING—MOVING  
PACKING—SHIPPING

PIANO MOVING  
A SPECIALTY

**SECURITY VAN & STORAGE CO., INC.**  
*New Fireproof Storage*

Pres., M. ZERBONI  
Los Angeles Office  
509 Molino St.

Ger. Mgr., M. W. ZERBONI  
Main Office and Warehouse  
1417 2nd Street, Santa Monica

**DENVER, COLO.**

**The Johnson Storage and Moving Company, Inc.**  
221 BROADWAY  
**MODERN FIREPROOF WAREHOUSE**  
DENVER, COLORADO

Member { C. T. & S. A.  
N. F. W. A.

Household Pool Car Distributors

**DENVER, COLO.**



**WAREHOUSE**  
Your Stocks With Us  
150,000 Sq. Ft. Space  
**DENVER**

Serves Two Million Population

Send Pool Cars in our care for distribution.  
42 teams and trucks insure prompt service  
to customers and satisfaction to you..

**The Kennicott-Patterson Transfer Co.**  
1700 Sixteenth St. DENVER, COLORADO

**COLORADO SPRINGS, COLO.**

**The PIKES PEAK  
WAREHOUSING CO.**

NEW FIREPROOF WAREHOUSE.  
Merchandise and household goods pool  
cars distributed. Local and interur-  
ban motor truck service.  
Private switch;  
free switching.  
Four trunk rail-  
roads.  
Every attention  
given by respon-  
sible heads.



"PIKES PEAK SERVICE"



Members N. F. W. A., C. W. C., and Colo. T. & W. A.

**DENVER, COLO.**

F. C. Bartle, President

**The Merchants Storage &  
Transfer Co., Inc.**

Drayage and Storage Distribution

OFFICE  
1556 Wazee Street  
Telephone Main 6667

WAREHOUSES  
1536 Wynkoop St.  
Telephone Main 1632

**Sprinkler System Warehouse**

Free Switching from All Railroads

Centrally Located in Shipping District

Storage of Merchandise and Household Goods

Household Goods Shipped to All Points  
at Reduced Rates

Distribution of Pool Cars Our Specialty

Member

Central Warehousemen's Club  
Colorado Transfer Companies Association  
American Warehousemen's Association  
Denver Transfer Companies Association  
National Furniture Warehousemen's Association  
Correspondence Solicited

**DENVER, COLO.**

A. H. AMICK

E. W. PITCHER

**Amick Transfer & Storage Co.**  
1029 Santa Fe Drive, Denver, Colo.  
**FIREPROOF WAREHOUSE**



Pool cars distributed.  
Local and interurban truck  
service.  
Low insurance rates.

Household Goods  
Complete packing service.  
Reciprocity at every opportu-  
nity.  
Open or private storage.

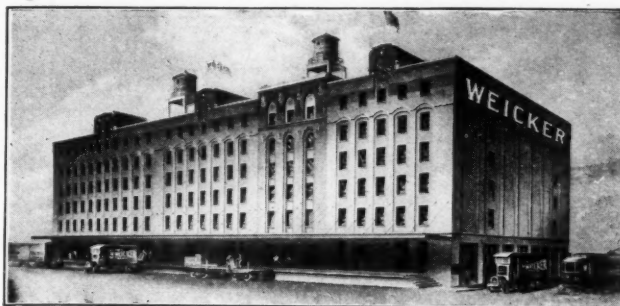
The Men Who Distribute

**U. S. Envelopes**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## DENVER, COLO.

# When You Need SERVICE in Denver and vicinity



*we are the distribution and warehousing specialists who can serve you best*

Our vast experience as receivers, forwarders and distributors has fitted us to handle your every requirement in the most satisfactory way.

Our spacious warehouses located within a short haul of all local freight depots, the wholesale and retail district, and connected by track with every railroad entering Denver, is at your disposal—comprehensive service and full protection at extremely low rates.

We are thoroughly equipped to distribute  
General Merchandise,  
Heavy Machinery, Household Goods.

Write our traffic expert for full information on all your shipping problems in this territory. He will be glad to help you—we will be glad to serve you.



## THE WEICKER TRANSFER & STORAGE COMPANY

1700 Fifteenth Street  
Denver Colorado

## PUEBLO, COLO.

# Send Your Goods Where They Will Be Bought!

The residents of Pueblo proper have two million dollars a month to spend. Thirty million a year besides are spent in Pueblo by the residents of the surrounding two hundred mile circle.

Put your goods into our house in Pueblo, where the quickest and cheapest movement to any part of this prompt-paying market is secured.

You could not ask for better service than we will give you. You will find no other region of the country more responsive to cultivation. Put a stock into Pueblo and prosper.

**S A G E**  
Transfer & Storage Co.

## TRINIDAD, COLO.

*The Place to Get Service*

# POPLE

## TRANSFER & STORAGE CO.

## BRIDGEPORT, CONN.

## THE BRIDGEPORT STORAGE WAREHOUSE CO.

No. 10 Whiting Street

Merchandise and Household Goods  
Warehousing and Distribution  
Private siding—Free switching  
Low Insurance—Prompt Service

## HARTFORD, CONN.

Tel. Connection Office: 335 Trumbull St.

Safety Vaults for Silverware

## GEORGE E. DEWEY & CO.

Joseph M. Pelchat, Proprietor

Local and Long Distance  
FURNITURE AND PIANO MOVING  
Packing, Crating and Shipping of  
PIANOS, FURNITURES, CHINA

Only Fireproof Storage Warehouse in Hartford

The Men Who Distribute

## Revere Sugar

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## HARTFORD, CONN.

Established 1850

Incorporated 1908

Ship Freight in Care of  
**The Bill Brothers  
Company**

**GENERAL TRANSFER AND  
FORWARDING AGENTS**

**46 Ann Street, Hartford, Conn.**

Superior Facilities for the Moving of Machinery, Safes, Furniture, Pianos, Etc. Household Effects of Every Description Properly Packed for Storage or Shipment

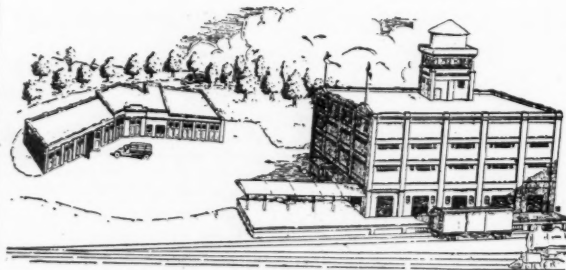
**STORAGE WAREHOUSES**

With Separate Apartments for Household Goods and Private Railroad Siding for Carload Shipments

## HARTFORD, CONN.

**Hartford Despatch and  
Warehouse Company**

**Movers - Forwarders - Warehousemen**



**Hartford's New Fireproof Warehouse**

Here is offered the last word in a fireproof building especially designed for Warehouse purposes.

Members of  
AMERICAN WAREHOUSEMEN'S ASSOCIATION  
NATIONAL FURNITURE WAREHOUSEMEN'S ASSOC.  
CONNECTICUT WAREHOUSEMEN'S ASSOCIATION

## NEW LONDON, CONN.

**B. B. Gardner Storage Co., Inc.**

18 BLACKHALL STREET

PIANO AND FURNITURE PACKER, MOVER  
AND SHIPPER

Safe Mover—Freight and Baggage Transfer—STORAGE

## WATERBURY, CONN.

**The Ralph N. Blakeslee Company**

Est. 1859

Storage { Furniture      Trucking { Local and  
          { Merchandise                      { Long Distance

Large Padded VANS for Furniture Moving

Members N. F. W. A.

## WATERBURY, CONN.

**Waterbury Storage Company**

John Moriarty, Inc., Prop.

Est. 1877

127 East Main St.

Elevators      Fireproof Buildings      Cap. 562 Rooms

Members N. F. W. A.

## WASHINGTON, D. C.

Send Washington Shipments to

**KRIEG'S EXPRESS & STORAGE CO.**

616 Eye St., N. W.

HOUSEHOLD GOODS EXCLUSIVELY

PACKING      SHIPPING      CRATING

Non-Fireproof and New Fireproof Storage

Personal attention given to all shipments and collections

Motor Trucks and Padded Vans

MEMBERS OF N. F. W. A.

## WASHINGTON, D. C.

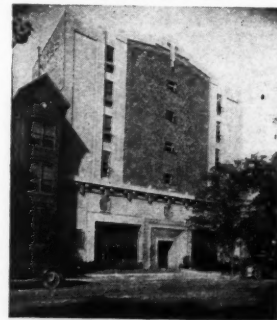
**Fireproof  
Construction  
Service-  
Promotion**

Regular Long Distance  
Hauling  
Baltimore to New York  
and  
Way Points-Services

**Smith Transfer & Storage Co.**

1313 You Street, Washington, D. C.

MEMBERS N. F. W. A.



## WASHINGTON, D. C.

**UNITED STATES STORAGE CO.**

418-420 TENTH STREET, N. W.



Distributors of Pool Cars

MEMBERS:

National Furniture  
Warehousemen's Association

Efficient and Courteous  
Service

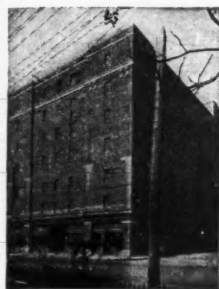
Modern Fireproof Warehouse

We are prompt in all things.

Member:  
American Warehousemen's Assn.



## JACKSONVILLE, FLA.



Member National Furniture  
Warehousemen's Association

**Delcher Bros. Storage Co.**  
459-61-63-65 Riverside Avenue  
**FIREPROOF WAREHOUSE**

Low Insurance Rate

We Move, Pack, Store and Ship  
Household Goods

Distributing Pool-Car a  
Specialty

**FLORIDA'S LARGEST**

Shippers of Automobiles  
for Tourists

## JACKSONVILLE, FLA.

**UNION TERMINAL  
WAREHOUSE COMPANY**

EAST UNION and IONIA STREETS

55 Rental Compartments

Track Capacity 52 Cars

Building of reinforced concrete with sprinkler system.  
Low Insurance Rate. Sub-Post Office and branch  
Western Union Telegraph. Joint Railroad Agent.  
L.C.L. freight loaded direct for line of road.

**GENERAL MERCHANDISE STORAGE  
AND FORWARDING**

Special attention to handling of pool cars.

## MIAMI, FLA.

**The John E. Withers Transfer &  
Storage Co., Inc.**

will give your shipments careful attention. Fireproof Ware-  
house. Facilities for distribution of pool cars. Moving, pack-  
ing, shipping and storing Household Goods and Automobiles.

Private Trackage Motor Equipment  
1000-12 N. E. First Ave., Miami, Fla.

## ORLANDO, FLORIDA

**Orlando Bonded Warehouse (Inc.)**

Post Office Drawer No. 1672

100-112 West Amelia Avenue

Storage and Distributing of General Merchandise,  
Machinery, Household Goods

Private Siding, A.C.L.R.R.

Member National Furniture Warehousemen's Association  
Sprinkler Protection Low Insurance

It's a pleasure to serve you

## PENSACOLA, FLA.

**Ferriss Warehouse & Storage Co.**

HARRY P. FERRISS, PRES.

Receiving and Warehousing of General Merchandise in car-  
loads or less than carloads.

Merchandise stocks carried and records kept for out-of-town  
concerns.

Cor. Chase & Alcinez Streets

## TAMPA, FLORIDA

**JOBBERS WAREHOUSING COMPANY**

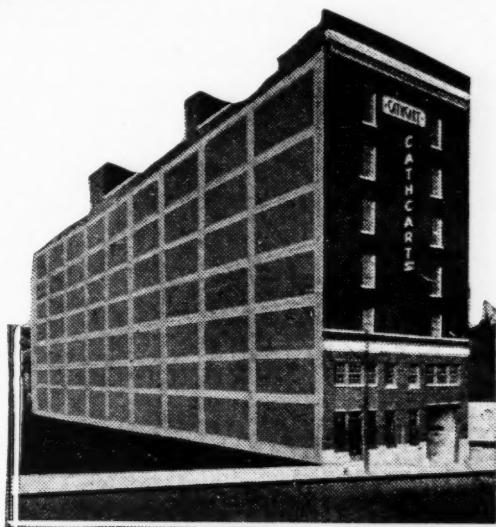
Storage, Distribution, Forwarding  
Hauling and Stevedoring

31,000 Sq. Ft. Floor Space

Private R. R. Sidings and Docks, Deep Water

"Anything from Parcel Post to Steamship Cargoes"

## ATLANTA, GA.



**CATHCART VAN AND STORAGE CO.**

HOUSEHOLD GOODS EXCLUSIVELY

THE MOST **MODERN WAREHOUSE** IN THE SOUTH

MEMBERS N. F. W. A.

## AUGUSTA, GA.

**THE HOLLINGSWORTH WAREHOUSES**  
MERCHANDISE WAREHOUSING AND  
DISTRIBUTING POOL CARS A SPECIALTY

Warehouse Not as Large as the Largest.  
But Our Service as Good as the Best.

## SAVANNAH, GA.

**Savannah Bonded  
Warehouse and Transfer Co.**

General Storage—Re-Consigning

Distributing—Forwarding

Prompt and Efficient Service

Exceptional Facilities

Custom House Brokers

Track Connections with all Railroads and  
Steamship Docks

Members American Chain of Warehouses  
Members American Warehousemen's Association

R. B. YOUNG, President

Bay Street Extension and Canal  
P. O. Box 985 Savannah, Ga.

## BOISE, IDAHO

**PEASLEY  
TRANSFER & STORAGE COMPANY**  
STORAGE, TRANSFER AND FORWARDING  
419 SO. EIGHTH STREET

## BLOOMINGTON, ILL.

F. G. BRUNTON

C. E. BRUNTON

R. N. BRUNTON

# BRUNTON TRANSFER & STORAGE CO.

Since 1905

Piano and Furniture Moving,  
Packing, Forwarding and General Cartage.  
Long Distance Moving a Specialty

Reduced Rates on Household Goods and Automobiles to all Parts of the West and British North-West.

415 N. Center St.

Phone 813

## BLOOMINGTON, ILL.



## The Whole Corn Belt Is At Our Door

Free Switching connects our loading platform with five trunk lines. That means that no matter where your factory may be, you can ship to us by carload with the minimum amount of switching, time and freight. It also means that reshipments we make for you go by the most direct route in the shortest possible time, with the least amount of handling or transferring. Practically every point in the Middle West can be reached direct from our door by L. C. L. shipment. This is a big factor in successful pool-car distribution, and one that should incline you in our favor as the distributors, when you decide to take advantage of the many benefits of that method.

## JOHNSON TRANSFER CO.

Bloomington, Illinois

## CAIRO, ILL.

## Cairo Storage and Forwarding Company

CAIRO, ILLINOIS &amp; MOUNDS, ILLINOIS

Incorporated—Bonded—Licensed

COAST TO COAST SERVICE BY WATER OR RAIL  
SHIP US YOUR POOL CARS FOR DISTRIBUTION  
ALL RATES BREAK ON CAIRO

## CENTRALIA, ILL.

## A. J. McCLELLAND TRANSFER & STORAGE CO.

Fireproof Warehouses. Motor Truck Service.

WE SPECIALIZE IN

Freight and Long Distance Hauling.  
Storage of Household Goods—Merchandise.  
Packing Shipping

CHAMPAIGN, ILL.  
URBANA, ILL.

## WAGNER & SON

### TRANSFER—PACKING—STORAGE

Packers and Shippers for the TWIN CITIES

Logan &amp; Water Sts.

Champaign, Ill.

## CHICAGO, ILL.



Established 1892

## BAER FIREPROOF WAREHOUSE CO.

POOL CAR DISTRIBUTORS  
Of Furniture and Pianos

Collections Promptly Remitted

Members—The Chicago Association of Commerce—Nat'l Furniture Warehousemen's Assoc.—Illinois F. W. Association—Furniture and Piano Movers Assoc.

General Office—1927 Milwaukee Avenue, Chicago, Illinois

## CHICAGO, ILL.

## BEKINS

### HOUSEHOLD SHIPPING COMPANY

Reduced Rates on Household Goods, Automobiles  
and Machinery

General Offices, 805 BEDFORD BLDG., Chicago  
NEW YORK, BOSTON, BUFFALO, CINCINNATI

## CHICAGO, ILL.

## CENTRAL STORAGE & FORWARDING CO.

2001 West Pershing Road

Operating

CHICAGO'S FINEST MERCHANDISE WAREHOUSES

On the great Chicago Junction Railway—In the world-famous Central Manufacturing District—The geographical center of Chicago.

No Switching Charges—No Cartage—No Delays.  
650,000 square feet of fireproof space. Insurance rate 7½¢

No Trap-Cars Here

L. C. L. Freight Loaded Direct to Destination

WHY NOT USE THE BEST FACILITIES?

## CHICAGO, ILL.

Before you decide on your Chicago Warehousing connections, investigate the facilities and service of the —

**Continental Warehouse Co.**  
416-434 West 12<sup>th</sup> Place — Chicago

*Sprinkled warehouses in the heart of the freight terminal district*

## CHICAGO, ILL.

## EMPIRE STORAGE COMPANY

Fireproof  
Warehouses  
For Household Goods  
(Established 1891)



Carloads billed to our house track on Illinois Central Railroad at Fifty-first Street can be unloaded direct to our warehouse floor.

Low distribution rate on pool cars.

"Ship the  
Empire Way"

**EMPIRE STORAGE COMPANY**  
52ND ST. AND COTTAGE GROVE AVE.

MEMBER  
National Furniture Warehouseman's Assn.  
Illinois



## CHICAGO, ILL.

J. H. MEYER, Pres.    A. W. MEYER, V. Pres.  
ED. WEBER, Secy.

## Federal Fire Proof Storage Company

Closest Storage Warehouse to the Loop

**Removals, Packing, Shipping**

Main Office and Warehouse (A)  
1230-1232 N. Clark Street  
Warehouse (B)  
871-873 N. State Street  
ALL PHONES DIVERSEY 0600



## CHICAGO, ILL.



## More Than 100 National Distributors Use G & W Service WHY?

Modern warehouses within easy access of wholesalers and all other lines of industry; and within one mile of all freight depots and docks. Private switch tracks accessible to all railroads through Belt Line connection. Daily trap-cars to all railroads. Special department for parcel-post and express shipments. Daily cartage deliveries to all parts of the city and suburbs. All of these things combine to make "G & W" THE COMPLETE DISTRIBUTING SERVICE FOR MERCHANDISE.

**GRISWOLD & WALKER, Inc.**  
1525 Newberry Ave.    Chicago, Ill.

## CHICAGO, ILL.

## HARDER'S

**Fireproof Storage & Van Co.**

*Largest System of Fireproof Storage Warehouses in the United States*

### HOUSEHOLD GOODS

This large group of modern storage plants, each located with a view to rapid and efficient handling of household goods and merchandise, should be on your list if you insist upon service.

We are expert handlers of household goods. In every branch of packing, moving, storage and shipping we excel. Safety deposit and silver vaults. Pool car distribution and city delivery service.

We remit promptly upon receipt of B/L

### MERCHANDISE

Our merchandise storage and distribution facilities include private switches and sidings. Free switching. No haulage charges. Our shippers are always satisfied in their transactions with us.

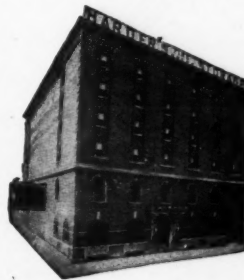
### Pool Car Distributors

Members N. F. W. A., A. W. A., Ill. W. A.

OAKLAND  
Fortieth Street and Calumet Ave.  
KENWOOD  
4714-16 Cottage Grove Ave.  
WOODLAWN  
1117-19 East 63rd St.  
ENGLEWOOD  
6154-56 Wentworth Ave.  
STONY ISLAND  
8324-26 Stony Island Ave.  
BROADWAY  
4015-17 Broadway

**Harder's Fireproof Storage & Van Co.**

General Offices  
40th St. and Calumet Ave.  
Chicago



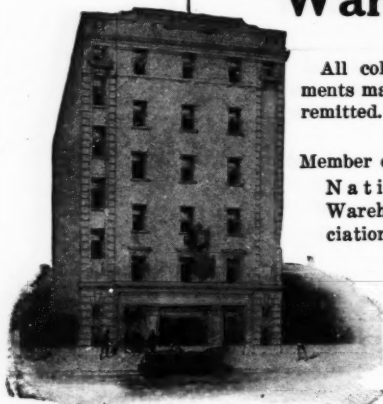


CHICAGO, ILL.

ESTABLISHED 1874

# HEBARD

## Storage Warehouses



All collections on shipments made to us promptly remitted.

Member of  
National Furniture  
Warehousemen's Association,  
Illinois, New York and  
Southern Warehousemen's Association.

### Our Seventh Warehouse

on 6331-33 Broadway, near Devon Avenue, which will handle all Rogers Park or North Shore shipments.

Warehouses A-B-C-D, West Side, Ogden and Winchester Aves.  
Warehouses E-F, North Side, Sheridan Road and Sheffield Ave.  
Warehouse G, North Side, Broadway near Devon Ave.

CHICAGO, ILL.

Free Switching

Crane Service

## Storage for MACHINERY Exclusively

Machinery Warehouse Co.

74th and Ashland Ave.

Chicago

CHICAGO, ILL.

WAREHOUSES  
NO. 1 43rd AND ROBEY STS.  
NO. 2 15th PL. AND WESTERN AVE.  
NO. 3 15th ST. AND WESTERN AVE.

No Cartage or Trap Car Delays in Making L.C.L. Shipments.

CHICAGO, ILL.

"NO DELAYS"

## Edward Lasham Co.

Merchandise Storage

Pool Car Distributors

Teaming and City Delivery

Seventy-Five Motor Trucks and Wagons

Downtown Modern Warehouse

Switch Track Connections with All Roads

Served directly by Illinois Central, Michigan Central,  
Chicago & Northwestern and Chicago, Burlington &  
Quincy.

## EDWARD LASHAM CO.

1559 S. State St.  
Chicago  
Illinois



CHICAGO, ILL.

## MERCHANDISE STORAGE FROSTPROOF

Very Low  
Insurance Rates

CM&STP Ry. Track  
Inside Buildings

## The Ontario Warehouse Co.

Ontario &amp; Kingsbury Sts., Chicago, Ill.

Our location is specially convenient for the warehousing and distribution of merchandise. Private track facilities, with free switching from all railroads entering Chicago.

CHICAGO, ILL.

Railway Terminal & Warehouse Company  
444 W. Grand Ave.

## Merchandise Storage

Located in the heart of the wholesale district. Especially convenient for the warehousing of spot stocks for distribution among the wholesale grocers.

Side track facilities with free switching from all railroads entering Chicago.

Modern Building—Low Insurance Rates  
Use Our Service

## CHICAGO, ILL.

**Soo Terminal Warehouse**

519 W. Roosevelt Road Chicago, Illinois

*Merchandise Storage and Distribution  
Pool Cars Efficiently Handled*

We will deliver via the Chicago tunnel to any trunk line, freight house floor, excepting the Pierre Marquette Railroad, your shipments destined for points beyond Chicago; also we will make shipments for you over the Aurora & Elgin electric line and its connections, which gives over-night service. All without cartage charges.

**"THE ECONOMICAL WAY"**

## CHICAGO, ILL.

**SOUTH SIDE STORAGE FOR  
SOUTH SIDE DISTRIBUTION**

In Chicago, the city of immense distances, it is necessary to use more than one central warehouse. We do not aim to cover all Chicago, but we do aim to cover the South Side better than it can be covered by any other medium, and what we aim to give and what we do give is **Service**, prompt, efficient and reliable.

*Direct Connection with All Roads***SOUTH SIDE SHIPPING & STORAGE  
WAREHOUSE**

131-135 West 63rd Street

Phone Normal 6266

## CHICAGO, ILL.

**Have Your Own  
Transfer Representative  
In Chicago**

If you desire to make store door delivery in Chicago, you should use our facilities. If you will load your shipments for Chicago and points beyond so as to make a carload, we will distribute and re-ship the consignments. Send us parcels and packages in any quantity for delivery and re-shipment by freight, express or parcel post for Chicago and beyond.

We team freight to connecting lines for loading in through cars the same day unloaded.

Our representatives are at depots and docks.

Your agents and your customers save time and annoyance, if shipments are sent in our care.

Ask any railroad freight man about us.

Members of the Credit Men's Association.

Authorized Railroad Freight Transfer Agents.

**Jos. Stockton  
Transfer Co.  
1020 So. Canal St.  
Chicago, Ill.**

## CHICAGO, ILL.



**W**rite or  
ire  
**ESTERN**

**W**hen you  
ant a  
**AREHOUSE**

AT

**C**HICAGO

**SAVE TIME, MONEY and WORRY**

in reaching your Western customers by using the up-to-date storage and traffic facilities of the *Largest Public Warehousing Unit West of the Atlantic Seaboard.*

HALF A MILLION square feet of the best floor space in Downtown Chicago devoted exclusively to the "open" storage of Quality merchandise. Insurance, 18.9c per \$100 per annum.

"At the Edge of the Loop," close to Chicago trade.

STOCKS CARRIED for local and out-of-town concerns. Storage-in-transit. Prompt rail reshipments anywhere, without cartage. Pool cars broken. Automobile storage and reshipment a specialty. Negotiable Receipts issued.

Write us now; we know how.

**WESTERN WAREHOUSING COMPANY**

MERCHANDISE WAREHOUSES

POLK STREET TERMINAL, PENNSYLVANIA SYSTEM

329 West Polk Street

CHICAGO

WILSON V. LITTLE, Superintendent



## CHICAGO, ILL.

**TOOKER STORAGE &  
FORWARDING CO.**  
MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed  
Minimum Handling Expense  
Building Equipped  
With Sprinkling System  
Motor Truck Service

New York Office  
and  
Warehouse:  
28th St. & 11th Ave.  
Erie R. R. Tracks  
Tel. Chelsea 7845-7846

Chicago Office  
and  
Warehouse:  
Clark & 14th Sts.  
Erie R. R. Tracks  
Tel. Victory 2360-2429

## DANVILLE, ILL.

**Danville Transfer & Storage Co.**

C. B. Hall, Pres.

G. W. Orr, Secy. &amp; Treas.

The only fireproof warehouse in Danville.  
Storage for household goods and Merchandise Dis-  
tributing. Conveniently located in the heart of the  
wholesale district. Private siding to warehouse, and  
free switching from all railroads.

**Low Insurance Rate**

Danville is the breaking point of Eastern and West-  
ern Classification of freight rates, making a most  
convenient point for the distributing or storage of  
carloads.

Members American Chain of Warehouses.  
Members National Furniture Warehousemen's Assn.  
Members Illinois Furniture Warehousemen's Assn.

## DECATUR, ILL.

SINCE 1892

**Hamman Bros. Transfer & Storage Co.**

Decatur's pool car distributors. Private switch to the ONLY FIRE-  
PROOF WAREHOUSE in the city. Truck and team service.

Members N. F. W. A.—I. F. W. A.—I. W. A.—C. W. A. I.

Office:—Williams St. at Broadway

## DECATUR, ILL.

**MERIDITH STORAGE CO.**

320-350 E. Cerro Gordo

**STORAGE AND DISTRIBUTION**

Railroad frontage. Three blocks to all freight depots.

VANS—TRUCKS—DRAYS

Member I.F.W.A.—N.F.W.A.—C.W.A.—I.A.W.

## ELGIN, ILL.

**Consign To Us To Reach The Fox River Valley**

We are located at the entrance to one of the most prosperous agricul-  
tural and dairy sections in the country—convenient to nearly a hundred  
good sized towns.

By interurban and rail connections we handle promptly cars of  
merchandise and household goods consigned to us. Several modern  
plants for storage are available.

Consign to us. We know how.

ELGIN STORAGE & TRANSFER CO., 60-62 River Street, Elgin, Ill.

**THE PURCHASING POWER**

of the field covered by

**Distribution and Warehousing**

is that of an industry with a  
total investment of more than

\$1,000,000,000.00

## MATTOON, ILL.

Est. 1884—Inc. 1911

**F**ORTY YEARS of efficiently and econom-  
ically distributing merchandise. Forty  
years of storing, packing, shipping and receiv-  
ing household goods. When dealing with a  
firm of our age, you are assured of service that  
cannot be bettered. Our thirteen motor trucks  
reach every part of Central Illinois over new hard  
roads at extremely reasonable rates.

**HAYES****TRANSFER & STORAGE CO.**

113-121 North 15th Street

Private Siding. Pool Car Distribution.

## MOLINE, ILL.

**Fireproof Warehouse**

Freight Distributors for Moline, Rock Island,  
East Moline and Silvis, Ill., Davenport, Iowa  
and Upper Mississippi Valley

Send your freight to us at Moline for distribu-  
tion as we are in the center of the group of cities  
here and the haul will be shorter. We have our  
own private track at the warehouse and our own  
team track. Forwarding and reconsigning.

**Crandall Transfer & Warehouse Company**

1205-1209 Fourth Ave.

Moline, Illinois

## PEORIA, ILL.

TELEPHONES

Office: 4-1285, 4-4238

Barns: 4-3307

**O'Neill Bros. Transfer & Storage Co.****Merchandise Hauling**

Carload Shipments Distributed

Freight Handled Promptly

Pool Car Distributing

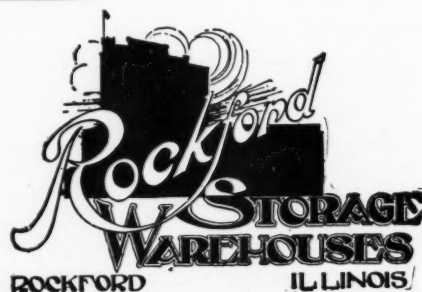
Merchandise and Furniture Storage

**Commercial Furniture Warehousing**

617-619-621 S. Water St.

Peoria, Ill.

## ROCKFORD, ILL.



*"The Choice of the Greatest Industries"*



## ROCKFORD, ILL.

# BARTLETT

## Storage Warehouse

### Fireproof Construction

*Trackage*  
*Free Switching*  
*Central Location*

Downtown District and all  
freight stations within 4 blocks

506-514 Cedar Street, Rockford, Illinois

## FORT WAYNE, IND.

## Pettit's Storage Warehouse Co.

"FIREPROOF" BUILDINGS

Storage, Transfer, Distribution

*Located in Center of Business District*

We have our own truck line and are equipped to make prompt deliveries.

EXPERIENCED MEN IN CHARGE

*Special attention to Pool Car Distribution*

PRIVATE SIDING



## FORT WAYNE, IND.

## Southside Storage & Van Co.

Furniture Packing, Crating, Storage, Overland Moving  
and General Trucking

327 E. Superior St.

Fort Wayne, Ind.

## SPRINGFIELD, ILL.

## Merchants Transfer & Storage Co.

### BONDED WAREHOUSE

STORAGE, PACKING, MOVING AND SHIPPING  
HANDLING MERCHANDISE CARS A SPECIALTY  
HEAVY AND LONG DISTANCE HAULING  
1000 EAST MONROE STREET  
SPRINGFIELD, ILL.

## SPRINGFIELD, ILL.

Moving Household Goods  
Long Distance Hauling—None Better

## CHAS. UNDERFANGER

PROPRIETOR

### WEST END STORAGE

TELEPHONE MAIN 601

SPRINGFIELD, ILL.

Warehouse: 916 West Washington Street  
Residence: 107 South State Street

## FORT WAYNE, IND.

## Fort Wayne Storage Company

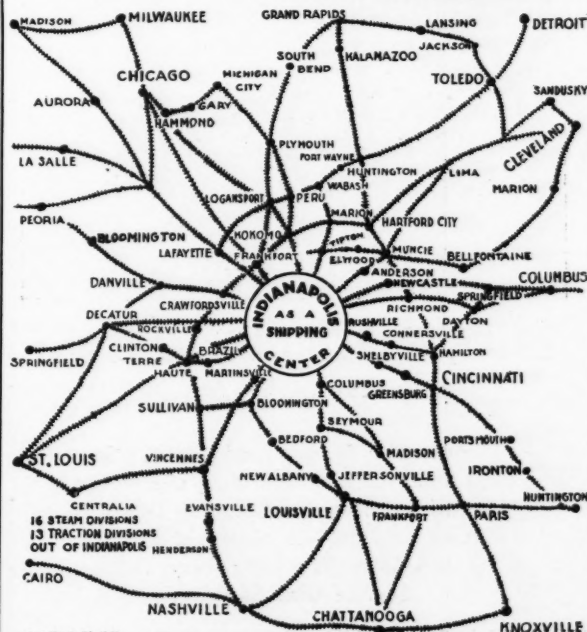
### FORT WAYNE, INDIANA

*General Merchandise*  
*Storage and Forwarding*

## INDIANAPOLIS, IND.

*Ship Your*  
*Cars to*

## INDIANA'S LEADING WAREHOUSE



## INDIANAPOLIS, IND.

**D. & D. TRANSFER & STORAGE CO.**  
**Indiana Licensed Class A Warehouse**  
 221-25 W. South Street.

Modern, Concrete, Vacuum Sprinkled, Steam Heated Building for the Storage and Distribution of Merchandise.  
 Private R. R. Siding—Free Switching.  
 Over 21 Years Continuously Serving  
 Local and National Firms

## INDIANAPOLIS, IND.

## Indiana Terminal Warehouse Co.

See our advertisement on front inside cover page

## INDIANAPOLIS, IND.

**Indianapolis Warehouse Co.**  
 330 W. New York St.

### MERCHANDISE ONLY

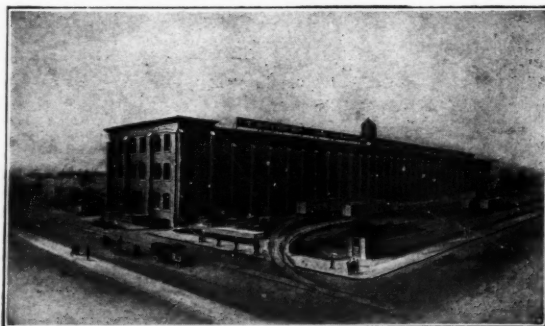
In the 9th year, with a steady increase each month. Our rates are as low as any house in the United States because our "overhead" will permit it. We do not lose our customers, and add new ones right along.

Out of 22 employees, 16 have been in our employ 8 years—they *know how*. Our office methods are exact. Write us for rates.

**FRANK A. TODD, V.P. and Gen. Mgr.**

## INDIANAPOLIS, IND.

## INDIANAPOLIS, IND.



### TRIPP WAREHOUSE COMPANY

*Indianapolis, Ind.*

Merchandise Storage and Distribution  
 Prompt and Efficient Handling of Pool Cars  
 Centrally Located in Shipping District  
 Insurance Rate—18 cents per \$100.00  
 Motor Truck Delivery  
 Service that Satisfies.

## KOKOMO, IND.

Phone 307

"HAULIT"

Office: 905 N. Union St.

### Becraft Transfer and Storage Company

KOKOMO, INDIANA

**J. H. BECRAFT, Owner and Manager**

H H Goods and Mdse. Storage  
 Carload Distributing

Packing, Moving and Shipping  
 Private Siding—Pennsylvania Ry.

## SOUTH BEND, IND.

### WARNER WAREHOUSE CO.

#### Merchandise Storage and Distribution

New York Central Siding—Free Switching—Pool Car Distribution—Negotiable Warehouse Receipts Issued.

American Warehousemen's Assn.  
 Members: Central Warehousemen's Club  
 American Chain of Warehouses

## BURLINGTON, IOWA



### Solicits Your Shipping on This Basis

One day delivery to Omaha, Twin Cities, Chicago, and St. Louis. Clean storage and efficient handling. On main line C. B. & Q. Free switching on all roads. Low insurance. Pool cars handled promptly. On shipment originating east of Chicago, we can distribute to entire State of Iowa cheaper than if handled through Des Moines. Let our traffic department show you. Rates quoted promptly.

**Mercer Transfer & Storage Co.**  
 Burlington, Iowa

## CEDAR RAPIDS, IOWA

### Cedar Rapids Transfer & Storage Co., Inc.

Fireproof Warehouse Motor Truck Service  
 Distributing and Warehousing All Classes of  
 Merchandise, Household Goods and Automobiles  
 290,000 Square Feet Storage Space

## KEEP IT UP!

One step won't take you very far, you've got to keep on walking;  
 One word won't tell them what you are, you've got to keep on talking;  
 One inch won't make you tall, you've got to keep on growing;  
 One little "ad" won't do it all, you've got to keep 'em going.

Sent to DISTRIBUTION & WAREHOUSING  
 by George S. Lovejoy, Vice-President of the  
 American Warehousemen's Association.

The Men Who Distribute

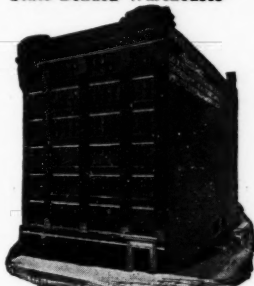
### Welch Grape Juice

Read **DISTRIBUTION & WAREHOUSING**  
 and consult the Shippers' Index

## COUNCIL BLUFFS, IOWA

Complete equipment, manned by capable, experienced crews, captained by seasoned warehousemen, are at your service here. Whatever you expect of a warehouse you may expect of Ford, and find it done in the best manner possible.

State Bonded Warehouses



813 Douglas St.

# FORD

"Gets There Regardless"

## Transfer & Storage Co.

Local Shipments Efficiently Handled by 17 Trucks  
Private Sidings  
Pool Car Distribution and Reforwarding  
Fireproof Warehouse  
Moving Packing Shipping



700 So. Main St.

Omaha, Nebr.

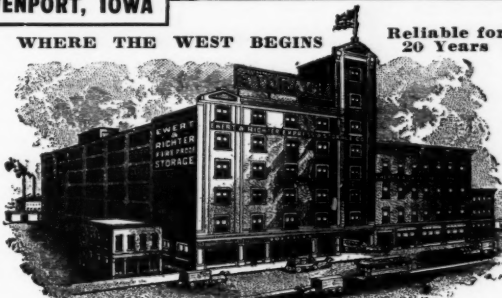
813 Douglas Street

Council Bluffs, Ia.

700 S. Main Street

## DAVENPORT, IOWA

WHERE THE WEST BEGINS

Reliable for  
20 Years

Fireproof Warehouse, on Trackage—In the Business and Shipping District of  
Davenport  
Reference 93—Nationally known Firms Using Our Distributing and Warehouse  
Service  
EWERT & RICHTER EXPRESS AND STORAGE CO.  
Davenport, Iowa

## DES MOINES, IOWA

## RED LINE

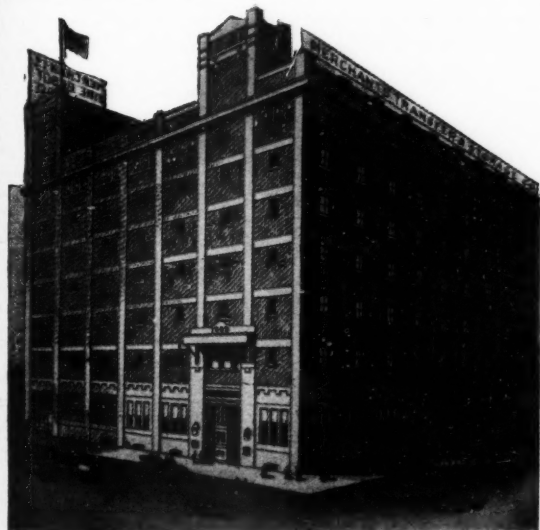
### Transfer & Storage Co., Inc.

Merchandise and Furniture Warehouse  
Distributors and Forwarders

Send Your Pool Cars in Our Care  
New Fire-Proof Warehouse  
Teams or Auto Trucks for Hauling  
Free Switching on All Railroads to Our  
Warehouse

515 East Court Ave. Des Moines, Iowa

## DES MOINES, IOWA



200 Package Cars leave Des  
Moines daily, furnishing  
24-hour service to sur-  
rounding territory.

## Close to Iowa's Pocketbook

The per capita wealth for Iowa is \$3,539. The per capita wealth for the remainder of the United States is \$1,905.

No point in Iowa is over 12 miles from a railroad and Des Moines is only 200 miles from the geographic center of the United States.

By placing your spot stocks on our floors you can have 24 hour service to extreme Iowa points.

Was there ever a better chance for the Traffic Manager to give the Sales Staff solid backing?

Our service means easier sales next time the traveling man calls. Deliveries in good order mean bigger repeat sales.

Easily available stocks are turning faster, resulting in more frequent profits, the economy of using our service adds another width to your margin of profit.

# MERCHANTS

## TRANSFER & STORAGE CO.

Ninth and Mulberry Streets, Des Moines, Iowa

AWA

Members  
NFWA

CWC



## DES MOINES, IOWA

# When You Think Of IOWA—Think BLUE-LINE Storage Company

## The Shortest Distance Between Sales and Delivery Increases Sales

Our facilities for handling spot stocks are unequalled in Iowa—can save you money by routing all shipments through Des Moines. Private tracks handling sixteen cars at same time, free switching service, fireproof warehouses and a reputation established by serving such firms as the Curtis Publishing Co., Sun Maid Raisin Growers, Postum Cereal, Corn Products Corp., and many others assure you of reliable and reasonable service. Rates furnished promptly.

### Blue Line Storage Co.

L. E. Stone, Mgr.

Des Moines, Iowa



## DES MOINES, IOWA

## WARE TRANSFER & STORAGE CO.

Furniture Moved, Packed, Stored, Shipped

We Specialize in City Distribution

Covering All Sections of City Daily

### IOWA'S LARGEST PIANO MOVERS

Office and Warehouse, 12th and Keesauqua Way

Member I. W. A.

## MARSHALLTOWN, IOWA

## EWING of MARSHALLTOWN

Connects with three railways, distributes pool cars and spot stocks, stores, moves and ships furniture, hauls by truck, and doesn't charge too much. If you've got anything for Iowa, "Send It To Ewing."

EWING TRANSFER CO.,

Marshalltown, Iowa

## OTTUMWA, IOWA

## DAGGETT

### TRANSFER AND STORAGE

Special Attention Given to Merchandise  
Distribution and Pool Car Shipments

#### MEMBERS:

Central Warehousemen's Club  
National Furniture Warehousemen's Association

The Men Who Distribute

## Durkee's Salad Dressing

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## SIOUX CITY, IOWA.

## RATHBUN Van & Storage Co.

You built your factory to make things in, not to store them. Storage is the business of warehouses. Release that valuable factory space for manufacturing, and put the goods where your customers in Iowa, Nebraska, Kansas, Minnesota and the Dakotas can get them sooner.

We act as your western shipping room, having five railways right at our doors. Ship by carloads, and more than pay our charges out of the savings. Write for tariff on your goods.

## SIOUX CITY, IOWA

Pianos, Safes and Heavy Hauling  
If It's Routed to or Through Sioux City, Bill It to

## ROSENTHAL

Fireproof and Steam Heated Storage

300 Iowa Street, Sioux City, Iowa

## WATERLOO, IOWA

## IOWA WAREHOUSE CO.

Fireproof Warehouse

Motor Truck Service

Distributing and Warehousing All Classes of  
Merchandise, Household Goods and Automobiles

## HUTCHINSON, KANSAS

## MERCHANTS TRANSFER & STORAGE CO.

EST. 1900

We operate separate warehouses for  
storage and distribution of both

## Household Goods and Merchandise

We are equipped to render every  
warehousing service and three rail-  
roads serve our warehouses with pri-  
vate sidings, eliminating handling  
charges and assuring you of maximum  
service.

Qualified by twenty-three years' ex-  
perience to represent you in this terri-  
tory.

Located on

Rock Island, Santa Fé, Missouri Pacific  
13 First St., West

## KANSAS CITY, KANSAS

**THE INTER-STATE  
TRANSFER & STORAGE COMPANY**  
PACKING, MOVING, STORING AND SHIPPING

1106-8-10 North Fifth Street

L. J. Canfield, Proprietor Both Telephones 0075  
We handle approximately 75% of all the freight shipped to Kansas City, Kan.—  
L. J. Canfield.

## PITTSBURG, KANSAS

**Best Location for KANSAS, MISSOURI, and OKLAHOMA  
MERCHANDISE STORAGE and POOL  
CAR Distribution**

Located on the Atchison, Topeka & Santa Fe, Joplin-Pittsburg, Kansas City Southern, Missouri Pacific, and St. Louis & San Francisco Railways.

**PITTSBURG TRANSFER & STORAGE CO., Inc.**  
P. O. Box 527

## TOPEKA, KANSAS.

N. F. W. A. A. W. A. C. W. C.

**THE TOPEKA  
TRANSFER & STORAGE CO., Inc.**

Established 1880

*Three houses for*  
**Merchandise—Household Goods**

Our private switch connects with the A. T. & S. F., C. R. I. & P., U. P., and M. P. Free switching. Motor van, packing and reconditioning services. Prompt remittance of advanced charges and collections. POOL CAR DISTRIBUTION and shipment from spot stocks of merchandise at low rates, accurately and promptly. Consign a carload for a test.

## WICHITA, KANSAS

A. F. JONES, Pres. E. W. JONES, Vice-Pres. L. B. JONES, Treas.  
J. H. BRUGH, Sec., Gen. Mgr.



300,000 SQUARE FEET

CAPITAL \$100,000.00



**Three Warehouses (Fireproof)**  
Low Insurance. Complete Retail Connections. We Lend  
at Current Rates Upon Our Own Warehouse Receipts.

**UNITED WAREHOUSE CO.**

Wichita, Kansas  
115 N. Meade & 815 E. 2nd

Kansas City, Mo.  
2114 Central St.

## WICHITA, KANSAS

Lowest Insurance

**"Where Service Counts"**

Storage Distribution and Forwarding

**BROKERS OFFICE & WAREHOUSE CO.**

—Bonded—

143 North Rock Island Ave.



Private Siding. Direct Connection all Railway  
Lines Entering City.

Centrally Located in the Jobbing District and to  
Railway Stations.

Send us a carload and watch closely.

M. E. Cuykendall, Mgr.

## LEXINGTON, KY.

**W. R. MILWARD**  
**Furniture Storage**

*Packing and Shipping*

159-161-163 North Broadway

LEXINGTON

KENTUCKY

ESTABLISHED 1879

## WICHITA, KANSAS

**Best Distributing Point for the  
Southwest**

Warehouse 25,000 square feet floor space. Free switching privileges. A., T. & S. F., C., R. I. & P., Mo. Pac., Frisco, Orient and Midland Valley Railroads. ARE YOU looking for a firm that will handle your shipments PROMPTLY—EFFICIENTLY—COURTEOUSLY in Wichita?

If so, consign your shipments—Care of

**Southwestern Transfer and Storage Company**  
Office—421 N. Water St.

Warehouse—428-432 N. Wichita St., Wichita, Kansas  
POOL CAR DISTRIBUTORS Correspondence solicited

## LEXINGTON, KY.

**UNION TRANSFER & STORAGE  
COMPANY**

INCORPORATED

**Merchandise and Furniture Storage**  
**Distributors and Forwarders**  
**Warehouses on Private Sidings**

Member of American Chain of Warehouses

LEXINGTON

KENTUCKY

## LOUISVILLE, KY.

**Carry Spot Stocks in Louisville**

Where Concentrates the Golden Flood  
of Ohio River Valley Commerce

Louisville Public Warehouse Co.

W. N. Cox, President

E. H. Bacon, Vice-President



## LOUISVILLE, KY.

**PACKAGE DELIVERY****Cover by Schedule Routes**

Louisville, Ky.

2 times daily.

New Albany, Ind.

Once each day.

Jeffersonville, Ind.

Once each day.

## LOUISVILLE, KY.

**SAFETY TRANSFER AND  
STORAGE CO., INC.**

"Louisville's Leading Movers & Packers"

Clay and Main Streets

We Move, Pack, Store and Forward Household  
Goods

Member N. F. W. A.

## LOUISVILLE, KY.

# **Tabb Storage Warehouse and Freight Transfer Line**

Established 1875

C. S. Tabb's Son, Mgr.

**NEWSPRINT—RAILWAY STORAGE**

**GENERAL HAULING**

THE SUBSCRIPTION PRICE OF

**Distribution & Warehousing**

IS

**\$2.00 A YEAR**

The Warehouseman who does not find ideas and suggestions in any one issue which will make or save him a hundred times that amount is either ready for the millennium or is not looking for opportunities.

## NEW ORLEANS, LA.

**NEW ORLEANS, LA.**

**2ND PORT, U. S. A.**

*All cement warehouses, low insurance,  
low handling costs.*

*Only one-half square from Mississippi  
River.*

Track facilities for *seventy-three (73)*  
cars at one time.

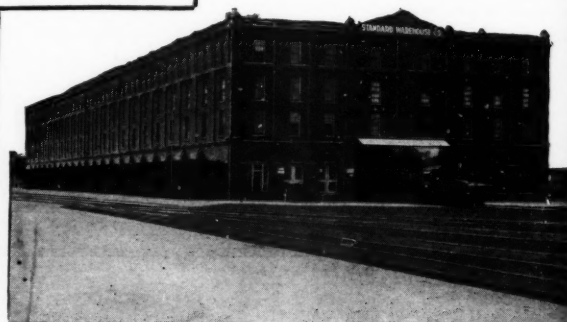
Operated in conjunction with *Dennis  
Sheen Transfer, Inc.*, oldest and most  
complete hauling corporation South.

Electrical unloading and piling devices  
built to eliminate any damage in handling.

Excellent switching connections, with  
all lines entering New Orleans.

**INDEPENDENT WHSE. CO., Inc.**  
New Orleans, La.

## NEW ORLEANS, LA.

**All You Desire**

Volume of freight is, of course, accompanied by extent of facilities. Handling a volume second only to New York, New Orleans offers shippers first-class mediums of distribution.

An intelligent, expert use of these facilities is offered by our traffic department. Pool cars are distributed and spot stocks forwarded without friction or astrays. Our 100,000 feet of space is amply served by 800 feet of platform, where forty trucks may be simultaneously loaded for city and interurban delivery. Our switch tracks are inside the building, guaranteeing perfect protection.

Export and import matters can be safely left to us.

**STANDARD**  
**Warehouse Company,**  
100 Poydras St.,  
New Orleans, La.



## BANGOR, MAINE

**GUY P. BAILEY**

Storage Warehouse

75-85 French Street

Household Goods and General Merchandise  
POOL CAR SHIPMENTS

## BANGOR, MAINE

**McLaughlin Warehouse Co.**

Established 1875

Incorporated 1918

General Storage and Distributing

Capacity 70,000 Sq. Ft.

Rail and Water Connection  
Private Siding Capacity, 15 Cars.

Member:

American Warehousemen's Association  
American Chain of Warehouses

## PORTLAND, MAINE

**Galt Block Warehouse Company**

PORTLAND, MAINE

STORAGE, GENERAL MERCHANDISE  
AND HOUSEHOLD GOODS

Private track, sprinkler equipped, low insurance rate. Storage in Transit on Flour, Cereals and Canned Goods.

Office, 20 Commercial Street, Portland, Maine  
J. S. SAWTELLE, Manager.

## BALTIMORE, MD.

Phone Gilmore 3000.

THOS. H. VICKERY, President.

**BALTIMORE STORAGE  
& MOVING COMPANY**

1710 to 1720 Edmondson Ave.

Members { N. Y. F. W. A. Fireproof W'h's'e in rear  
Balt. F. W. A.

## BALTIMORE, MD.

**FIDELITY**

STORAGE CO.

2104-6-8-10 Maryland Avenue

Household Goods Exclusively  
Your Clients Efficiently Served  
All Collections Promptly Remitted

MEMBERS

Baltimore Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association.

Baltimore's Modern Fireproof Warehouse

## BALTIMORE, MD.

**Guilford Warehouse Co.**

Baltimore, Md.

Located in the center of Baltimore's wholesale and jobbing district.

**Direct Penna. R. R. Siding**

General merchandise of all kinds. Pool cars and L. C. L. shipments accepted. Motor truck service. Get our rates before making consignments to Baltimore.

## BALTIMORE, MD.

**THE KAUFMAN FIREPROOF  
STORAGE WAREHOUSES**

Chas. H. Kaufman, Prop.

General Offices

524 to 530 W. Lafayette Ave., Baltimore, Md.

Warehouses:

524-534 W. Lafayette Ave.  
532-534 W. Lafayette Ave.  
1404-1406 Division St.  
1405-1407 Brunt St.

Members:

N. F. W. A.  
A. W. A.  
Balt. F. W. A.**MOTOR VANS FOR LONG  
DISTANCE HAULING**

## BALTIMORE, MD.

Low Insurance Rates

**Merchandise Warehousing**

&amp;

**Distribution**Complete modern Warehouse Service  
to all shippers.

Pool-Cars a Specialty

Located in heart of wholesale district

**CENTRAL WAREHOUSE CO.**

517 to 525 W. Baltimore St.

"We Give Service, Don't Promise It."

## BALTIMORE, MD.

Established 1879

**MONUMENTAL STORAGE  
& CARPET CLEANING CO.**1110-1116 PARK AVENUE, BALTIMORE,  
MD.

ABSOLUTELY FIREPROOF WAREHOUSE

Furniture Storage — Packing — Moving  
Carpet Cleaning

Members N. F. W. A. and B. F. W. A.

## BALTIMORE, MD.

**Security Storage & Trust Company***Resources Over One Million Dollars*

15 W. North Avenue

FIREPROOF WAREHOUSES

MOTOR EQUIPMENT

EFFICIENT SERVICE

TO WAREHOUSEMEN

*Members of  
Baltimore Furniture Warehousemen's Association  
National Furniture Warehousemen's Association*

## ARLINGTON, MASS.

**ARLINGTON STORAGE WAREHOUSE**

20 Mill Street, Arlington, Massachusetts

Fireproof and Semi-Fireproof Sections

Household Goods Exclusively

Modern Heated Piano Room

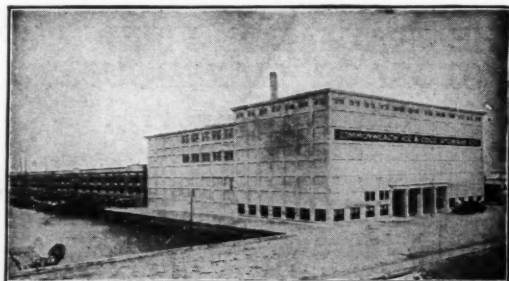
Separate Locked Rooms for Furniture

First-Class Auto-Truck Service

Packing and Shipping Anywhere

Consignments Solicited

## BOSTON, MASS.

**For Service in Boston  
It's Commonwealth***Where Rail Meets Sail**Cold storage for all classes of perishable merchandise.  
Directly connected side track on New York, New  
Haven & Hartford.**General storage space for all classes of merchandise.  
Perfect local distribution facilities.***COMMONWEALTH  
ICE AND COLD STORAGE CO.**

220 Northern Avenue, Boston, Mass.

The Men Who Distribute

**Swift & Co. Products**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## BOSTON, MASS.

Francis E. Buckley, Mgr.

Est. 1880

**Dorchester Fireproof  
Storage Warehouse***Moving—Packing—Shipping*We operate a fleet of modern enclosed  
padded vans.Our complete service covers Boston  
and all suburbs.Office and Warehouse:  
690 Dudley St., BostonMembers { N. F. W. A.  
A. W. A.  
Can. W. A.  
Mass. W. A.

## BOSTON, MASS.



FURNITURE AND PIANO MOVERS

**HOME, OFFICE and  
LONG DISTANCE MOVING**

Having a five story building comprising forty-one thousand square feet devoted exclusively to the Packing and Storing of Household Goods and Office Furniture for shipment.

We are the largest concern in New England doing this kind of work, operating a fleet of trucks for intercity and interstate shipments, also take care of your collections and represent you at this end.

Main Office and Packing Dept.

79 Broadway

South Boston

Intown Office

28 Bromfield Street

Boston

**BOSTON, MASS.  
FOREST HILLS, MASS.****The Forest Hills Storage and Warehouse**  
(Bonded)  
126 CALL STREET

General Merchandise—Distributing—Separate Rooms for Furniture.  
Bonded Warehouse. Our own side track—direct.  
N. Y., N. H. & H. R. R. Consign to Forest Hills Station.

**BOSTON, MASS.****GIBBS EXPRESS CO. YETTEN'S STORAGE**

ESTABLISHED 1845

322 State St.

Tel. Richmond 3408

General Merchandise Distribution and Warehousing  
We operate 6 motor trucks and 6 horse drawn vehicles

**BOSTON, MASS.  
BRIGHTON, MASS.**

Office 80-108 Holton St., Brighton, Mass.

General Merchandise Storage and Distributing

Pool Car Shipments. Location in the Center of Greater  
Boston. B. and A. R. R. Siding.

MOTOR TRUCK SERVICE.

**BOSTON, MASS.****Northern Avenue Stores  
and Dock Corporation**

New Haven Terminal Stores

308-316 Congress Street, Boston, Mass.

Direct Track Connection

New York, New Haven &amp; Hartford Railroad

Dockage for Steamers and Vessels

**Storage of Wool, Leather and  
General Merchandise**

Fort Hill Storage Warehouse

415-429 Atlantic Avenue

76-86 Purchase Street

General Merchandise

George W. Blinn, Manager

**BOSTON, MASS.****Quincy Market Cold Storage and Warehouse Co.****STORAGE FOR FREE AND  
BONDED MERCHANDISE****Special Attention Given to Distribution**

Charles River Stores, 4,776,000 cu. ft. Fire-  
proof construction—Lowest Insurance Rates.  
Direct track connection with the Boston &  
Maine R. R. Deep Water Connection—Dock  
500 ft. long.

Albany Terminal Stores, 1,430,000 cu. ft.  
Fireproof construction—Lowest Insurance  
Rates. Direct track connection with the Bos-  
ton & Albany R. R.



Summer Street Stores,  
2,000,000 cu. ft. Fire-  
proof construction. Low-  
est Insurance Rates. Di-  
rect track connection  
with the New York,  
New Haven & Hart-  
ford R. R.

**GEORGE S. LOVEJOY, Manager**

General Storage Department  
Main Office:

178 Atlantic Ave., Boston, Mass.



Summer Street Stores, Direct Connection via N. Y., N. H. &amp; H. R. R.



## BOSTON, MASS.

H. H. WIGGIN, PRESIDENT

S. G. SPEAR, TREASURER

## TERMINAL WHARF AND RAILROAD WAREHOUSE COMPANY

50 Terminal Street

Charlestown District, Boston



Mystic Stores, Charlestown  
Boston & Main siding  
Adjoins Mystic Wharf

E Street Stores, South Boston  
Direct R. R. connection with N. Y.,  
N. H. & Hartford

## Storage of Wool, Cotton and General Merchandise

LOWEST INSURANCE RATES  
DIRECT TRACK CONNECTIONS  
BOSTON & MAINE R. R.

SHIPPING DIRECTIONS  
MYSTIC WHARF  
BOSTON, MASS.

CARTAGE TO AND  
FROM FREIGHT STATIONS  
AND BOAT LINES

## Fumigation of Foreign Cotton and Cotton Waste

AND OTHER MATERIALS AS REQUIRED  
BY U. S. GOVERNMENT

WEIGHING, SAMPLING, AND ALL  
SERVICES USUALLY PERFORMED  
BY AN UP-TO-DATE WAREHOUSE

We will Lease or Build to Suit Tenants

## BROCKTON, MASS.

## Brockton Fireproof Storage Company

43 North Montello Street, Brockton, Massachusetts

Telephone Brockton 1140

General Merchandise. Distributing. Separate Rooms for Furniture.  
Negotiable Receipts.

Bonded Warehouse. Our Own Side Track. Member A. W. A.  
Located in center of business and shipping district on N. Y., N. H. &  
H. R. R.

## HOLYOKE, MASS.

## Sheldon Transfer &amp; Storage Co., Inc.

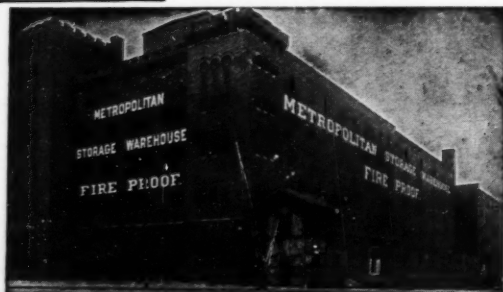
ESTABLISHED 1870

Main Office 647 Main St. Branch Office 47 Main St.

SPECIALISTS IN POOL CARS

Storage Space, 50,000 sq. ft. N. Y. N. H. &amp; H. and B. &amp; M. Sidings

## CAMBRIDGE, MASS.



When shipping goods by rail, consign to our care via Boston and Albany R. R., East  
Cambridge Station. Car lots will be placed at our door on our own private siding.  
**METROPOLITAN STORAGE WAREHOUSE CO.**  
134 Massachusetts Avenue, Cambridge, Mass.  
WARREN B. HIBBERT, Manager

## NORTHAMPTON, MASS.

## GLEASON BROTHERS

Moving—Storing—Packing—Shipping P. P. Gleason Prop.

Long distance transfer by auto truck

Building Movers—Crushed Stone, Cement and Mortar Sand

Storage Warehouse—N. Y., N. H. &amp; H. R. R.

Office 7 Pearl St.—Tel. 413-W

Member National Furniture Warehousemen's Assn.

Northampton Baggage Transfer

Boston &amp; Maine R. R.—N. Y., N. H. &amp; H. R. R.

Tel. 153

## SPRINGFIELD, MASS.

## BILL KNEELAND'S MOTOR EXPRESS STORAGE WAREHOUSE

FREIGHT FORWARDERS

Household Goods and General Merchandise

Principal Office: 222 Chestnut St.

Boston Office: 139 Pearl St. N. Y. Office: 325 Hudson St.

POOL CAR DISTRIBUTION

## GREENFIELD, MASS.

## Greenfield Storage Company

Fire Proof Public Warehouse

B. &amp; M. R. R. Siding—Free Switching.

COLD STORAGE—MERCHANDISE—

FURNITURE

Machinery Transfer—Long Distance Trucking  
Commercial and Truck Garage adjoining



## WORCESTER, MASS.

J. W. MacGregor

George A. Bowker

## GEORGE A. BOWKER, Inc.

STORAGE WAREHOUSE

Distributors of General Merchandise

Carload and Pool Lots a Specialty

NEW BUILDING

B. &amp; M. R. R. SIDING

122-124 Central Street 111-113 Thomas Street

Reliable Service

## WORCESTER, MASS.

**Bowler Storage & Sales Co.**

Main Office  
81 Lafayette St.  
Telephone  
Park 194  
Worcester  
Mass. —

Branch Office Service  
for  
**NATIONAL  
DISTRIBUTORS**

You can carry spot stocks in our  
warehouses and your customers  
in this territory can order direct  
from the warehouse.

**Quick Delivery  
Quick Turnover  
Repeat Business**

This also enables manufacturers  
to take advantage of the lowest  
freight rates to the warehouse with  
the "less than carload" rate only  
from warehouse to customer.

*Ship Us Your Next Carload*

Central  
New England  
Warehouse  
for  
Vacuum  
Oil Co.  
Gargoyle  
Mobioloils  
and  
General  
Lubricants.

## WORCESTER, MASS.

**NORTHEASTERN  
STORAGE & DISTRIBUTING CO.**

Storage and Distribution  
of General Merchandise

Pool Car Distribution

Railroad Facilities

## WORCESTER, MASS.

**School Street Storage Warehouse Co.**

44-52 School St.  
FIREPROOF WAREHOUSE

Storage, Shipping, Packing of Household Goods  
General Merchandise Distribution; Pool Car Shipment  
MEMBERS A. W. A. AND N. F. W. A.

## BAY CITY, MICH.

**The Riverside  
Truck & Storage Co.**

**General Merchandise Distribution**

Storage of Household Goods and Merchandise.  
Car Load Lots and less than Car Load Lots.

*Private Railroad Track.  
Sidings on All Railroads Entering Bay City.*

**Office and Warehouses:**  
Cor. 2nd and Adams St., Bay City, Mich.

## DETROIT, MICH.

**BAIER TRANSFER CO.**

Griswold at Atwater St.

Main 1496. Cherry 6424  
Holiday and Night Calls—Empire 0885

**MOVING—CITY and INTERURBAN  
STORAGE and PACKING  
TRANSFER OF BAGGAGE  
FORWARDERS TO WESTERN COAST POINTS  
CANADIAN LICENSE  
2 WAREHOUSES**

**MAIN OFFICE**  
142 Griswold St.

**GARAGE**  
2973 West Grand Blvd.

## DETROIT, MICH.

**Your Big Desire Fulfilled—  
The House of Personal Service**

The  
Standard  
of



Quality  
Service

**DETROIT  
MICHIGAN'S LARGEST FIREPROOF  
STORAGE WAREHOUSE**

A Safe Depository for

**AUTOMOBILES  
FURNITURE**

**HOUSEHOLD EFFECTS  
MERCHANDISE**

**MUSICAL INSTRUMENTS**

Cold Storage Vaults for Furs,  
Etc.  
Rug and Textile Vaults  
Rug and Upholstering Clean-  
ing  
Furniture Repairing  
Safety Deposit Vaults  
Crating and Packing

Export Boxing  
Reshipping and Distribution  
Trunk Vaults and Picture  
Gallery  
The Finest Moving Equip-  
ment in the Middle West  
Rigging and Erecting

*We remit on receipt of Documents and Goods*

## DETROIT, MICH.

**Great Central Warehouse Company**

1321—12th Street, Detroit, Michigan

**MERCHANDISE WAREHOUSE EXCLUSIVELY**

Private R. R. Siding on Michigan Central R. R. Can Handle 40 Cars Daily.

Prompt and Efficient Service Guaranteed.

**POOL CARS AND L.C.L. SHIPMENTS**

**MOTOR TRUCK DISTRIBUTION IN DETROIT AND VICINITY**

Our warehouse is located on the west side of Detroit, easily  
accessible to all manufacturing plants and railroad freight depots.

## DETROIT, MICH.

**HORN'S  
COMMERCIAL WAREHOUSES**

We store or distribute all classes of merchandise.  
We operate our own motor trucks and can give  
"SERVICE."

**"THRU SERVICE WE GROW"**

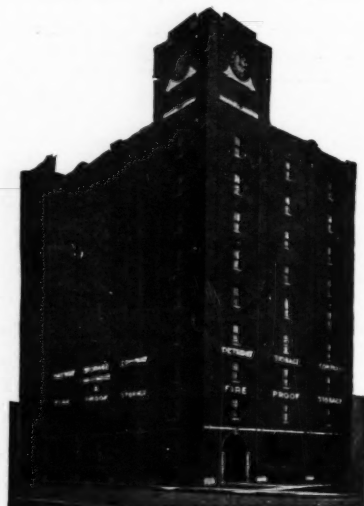
**DETROIT**

**MICH.**

## DETROIT, MICH.

**Detroit Storage Co.**

A. A. LEONARD, Pres.



MOVING, PACKING, SHIPPING  
 Corner East Grand Boulevard and Beaubien St.,  
 DETROIT, MICH.

Member National Warehousemen's Ass'n.

## DETROIT, MICH.

**JOHN F. IVORY, Inc.**

Office 6439 Hamilton Ave.

Moving Engineers

Moving Packing Shipping Storage

Warehouse 1338 to 1348 Lafayette Boulevard

Phones: Northway 2714-2982

## DETROIT, MICH.

**MERCHANTS WAREHOUSE CO.**

Storing, Distributing, Forwarding

5620 FEDERAL

E. B. Dixn, Manager

Detroit, Mich.

## DETROIT, MICH.

**METROPOLITAN MOVING CO.**

Moving, Storage, Packing, Shipping

WE MOVE BY VAN WITHIN 1000 MILES  
 EVERY LOAD INSURED

Warehouse 1338-48 Lafayette Blvd.

Member D. T. A.

J. A. BLENMAN, Prop., 7430 Beaubien St., Detroit

## DETROIT, MICH.

# **The Michigan Terminal Warehouse Co.**

See our advertisement on front inside cover, page 2.

## DETROIT, MICH.

WM. P. BRADLEY  
 PresidentJULIUS BERMAN  
 Vice PresidentFREDERICK B. BROWN  
 Secretary Treasurer**RAILROAD WAREHOUSE INC.**

DETROIT, MICHIGAN

## OFFICE:

1212 First National Bank Bldg.

Telephone, Main 2922

## General

Merchandise

Storage

## WAREHOUSE:

6930 West Jefferson Avenue

Telephone, Cedar 5060

50,000 Square Feet of Ground Floor Space

Warehouse Located in Heart of Factory District

PRIVATE R. R. SIDING

Direct Connection on: Penn. R. R., Pere Marquette R. R., Mich. Central R. R. and Wabash R. R.

Inside and outside space for coal, lumber, brick and building material  
 of all kinds. Carload lots or L.C.L. shipments.

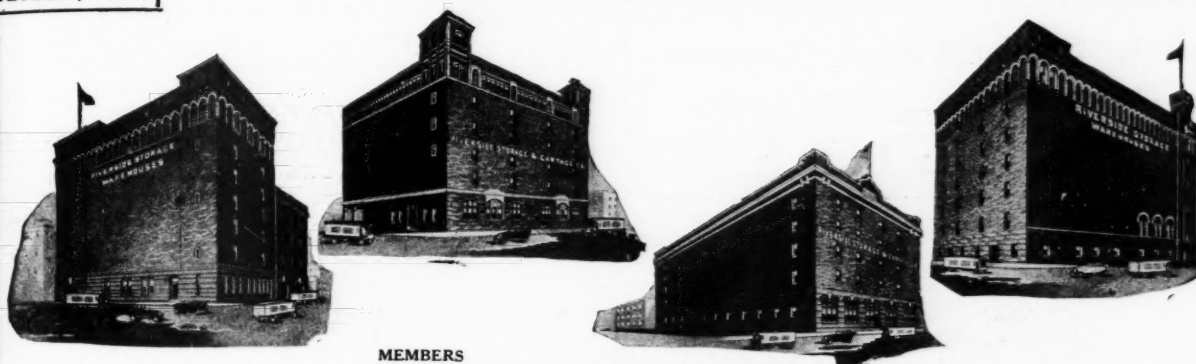
WE SOLICIT YOUR MERCHANDISE STORAGE BUSINESS IN DETROIT

EFFICIENT SERVICE

CARTAGE FACILITIES



## DETROIT, MICH.



## MEMBERS

American Warehousemen's Association  
National Furniture Warehousemen's Association

J. D. DUNN  
President & Treasurer

R. CROUL DICKINSON  
Vice-President

C. H. BREAUULT  
Secretary

## STORAGE—REMOVALS—PACKING—SHIPPING

### "SERVICE WITH SECURITY"

Let us represent your interests in Detroit. Every facility is provided for the most efficient handling of your shipments of household effects.

Service personally directed, coupled with efficiency and responsibility, will result in a satisfied customer for you at destination.

## RIVERSIDE STORAGE and CARTAGE CO.

CASS and CONGRESS STS.  
DETROIT, MICHIGAN

## DETROIT, MICH.

### WOLVERINE STORAGE CO.

EAST JEFFERSON AVENUE  
AND  
TERMINAL RAILROAD

Storage

Moving

Packing

Shipping

LARGEST FIREPROOF WAREHOUSE IN STATE

Members National Furniture Warehousemen's Association

## FLINT, MICH.

### THE ONLY FIREPROOF WAREHOUSE IN FLINT, MICHIGAN

Moving Packing Shipping Storage

FLINT FIREPROOF STORAGE CO.  
615 East 6th Avenue

The Men Who Distribute

### Crystal Domino Sugar

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## GRAND RAPIDS, MICH.

### LARGEST COMMERCIAL WAREHOUSE IN WESTERN MICHIGAN



### COLUMBIAN STORAGE & TRANSFER CO.

Located within four blocks of all principal freight depots.

GRAND RAPIDS, MICH.

### "INSTANT SERVICE"

MERCHANDISE WAREHOUSE ONLY

We operate 36 horse-drawn vehicles and 12 motor trucks.  
Orders received before noon shipped same day.

Pool Car Distribution

Private R. R. Siding

Michigan Central R. R.

Free Switching

## GRAND RAPIDS, MICH.

**Elston Packing & Storage Company**

Storage—Moving—Packing—Shipping

Office: Wealthy St. and Charles Ave., Grand Rapids, Michigan

## GRAND RAPIDS, MICH.

**Most Up-to-Date Warehouse  
in Michigan**

Concrete Construction.  
Absolutely Fireproof. Sprinkler Risk.  
Lowest Warehouse Insurance Rate in State.  
Track Capacity, 25 Cars.  
Latest and Best Equipment for Handling

**General Merchandise Storage**

Cartage Facilities.  
High Grade Service Guaranteed.  
Negotiable Warehouse Receipts Issued.  
Pool Car Distribution.

**Furniture Manufacturers Warehouse Co.**

505-511 Fulton Street, West

Grand Rapids, Mich.

## GRAND RAPIDS, MICH.

**MOVING, PACKING, STORING**

Every load protected by insurance while in transit  
Courtesy, Service, Safety  
Long Distance Moving

**GRAND RAPIDS STORAGE & VAN COMPANY**

1546 Lake Drive, S. E.

Grand Rapids, Mich.

## GRAND RAPIDS, MICH.

**“RICHARDS”**

At Grand Rapids, Mich.

Operating 12 specialized and fully equipped Warehouses  
under one, centralized control.

Automobiles, Machinery, Merchandise, Foodstuffs, Fur-  
niture, Household Goods, etc.

Loading on the Michigan Central, Grand Trunk and  
Pere Marquette Railroads, all boat lines and car ferry.

Ideal location for spot stocks. Low insurance. Space  
leased for storage and for Brokers' offices.

Mark your shipments care of

**RICHARDS STORAGE COMPANY**

Michigan, Ottawa and Ionia Aves.  
Grand Rapids, Mich.

## LANSING, MICH.

“Center of Michigan”

**Fireproof Storage & Transfer Co.**

SERVICE—SAFETY—SATISFACTION—GUARANTEED

MOVE—PACK—CRATE—TRANSFER  
FIREPROOF WAREHOUSE—PRIVATE SIDING  
POOL CAR DISTRIBUTION

## LANSING, MICH.

**LANSING STORAGE COMPANY**

The only modern fireproof warehouse in  
Lansing exclusively for household storage.

**RUG—TRUNK—SILVER VAULTS**

WE KNOW HOW

Washington Ave. at Genessee St.

## SAGINAW, MICH.

**CENTRAL WAREHOUSE CO.**

GENERAL WAREHOUSEMEN AND FORWARDERS  
MERCHANDISE DISTRIBUTION

SPRINKLER SYSTEM

Private Sidings M. C. R. R.

SAGINAW, MICH.

Office  
N. Michigan Ave.

## DULUTH, MINN.

Established 1892  
Thirty-One Years of Experience  
**DULUTH VAN & STORAGE CO.**

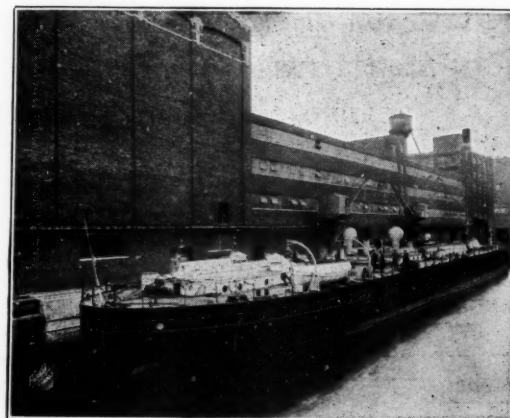
18 Fourth Avenue, West

Modern Storage Facilities for  
Household Goods & Merchandise

POOL CAR DISTRIBUTORS

Located on Terminal Tracks—No Switching Charge

## DULUTH, MINN.

**McDougall Terminal Warehouse Co.**

Owners of  
MINNESOTA-ATLANTIC TRANSIT COMPANY  
Duluth, Minnesota

**The Northwest's Newest and Greatest Terminal**

350,000 sq. ft. General Storage Space  
1,000,000 cu. ft. Cold Storage Space  
90-Car Track Capacity—Free Switching  
Insurance Rate 10c Complete Service

**Water Transportation**

Refrigerated Motorships and Steamers  
Bi-Weekly Sailings Direct to New York  
All-water No Transfer

**Fastest Lake and Rail Service**  
Sailings Every Other Day—All Eastern Points  
Via Port Huron, Mich.

**McDougall Terminal Warehouse Co.**

New York

Duluth, Minnesota  
Minneapolis

St. Paul

## DULUTH, MINN.

**HART** TRANSFER & STORAGE COMPANY

PACKING, STORAGE, SHIPPING  
 Largest Padded Vans in the City  
 Private Switch—No Switching Charge  
 Freight, baggage and express transfer. Furniture packing and moving. Light and heavy hauling, private locked rooms, heated piano and painting rooms. Advanced charges remitted instantly. Reciprocity at every opportunity.  
 POOL CARS DISTRIBUTED 17 NORTH FIFTH AVE., WEST

## DULUTH, MINN.

**SECURITY STORAGE & VAN CO.,**  
14 EAST MICHIGAN ST.

STORAGE AND TRANSFER  
 OF HOUSEHOLD GOODS  
 AND MERCHANDISE  
**POOL CAR DISTRIBUTORS**

Located on Terminal Tracks

No Switching Charge

## MINNEAPOLIS, MINN.

**THE BOYD TRANSFER & STORAGE CO.**

Minneapolis, Minnesota

NET RESOURCES \$450,000.00

**Outstanding Facts About BOYD**

Storage Plant Covering an entire City block.  
 Fireproof Warehouse for Household Goods with 1800 Rooms and Compartments.  
 Freight Depot on C. G. W. R. R. for Merchandise Storage and Distribution. Trackage for Twenty Cars.  
 Largest Pool Car Forwarders in the Northwest.  
 Forty Motor and Horse-drawn Vans covering every part of Minneapolis and St. Paul.

**THIRTY YEARS EXPERIENCE**

## MINNEAPOLIS, MINN.

1,500,000 CUBIC FEET

**FIREPROOF****Lowest Insurance Rate in Minneapolis**

Locked private fireproof rooms for storage of household goods. Pool car distributors. Complete fleet of vans and motor trucks.



## MINNEAPOLIS, MINN.

**MURPHY****Transfer & Storage Co.**

900 Fourth St. North, Minneapolis, Minn.

Fireproof, sprinklered, with the lowest insurance rates, the safety of your goods is not only assured, but at lower cost.

Three railroads connect direct to our platform: the G. N., M. & St. L., and C., B. & Q. All others switch free to us.

## MINNEAPOLIS, MINN.

**TRANSFER & STORAGE CO.**

734-758 Fourth Street North

Distributing and Warehousing Merchandise  
 and Household Goods

Conveniently located in business district.  
 Trackage on C. B. & Q. and G. N. Rys.

Motor Truck and Team Service  
 Local and Long Distance Hauling

## MINNEAPOLIS, MINN.

**KEDNEY WAREHOUSE CO.**

Merchandise Houses

8-22 Hennepin Ave., on C. G. W.

Trap Car and Motor Truck Service

Household Goods Houses

101 Third Ave. So. on Belt Line Tracks

Packing — Moving — Shipping

Members—A. W. A. C. W. C. Minn. W. A.

## MINNEAPOLIS, MINN.

**SECURITY**  
**WAREHOUSE COMPANY**

Established 1883

**MERCHANDISE**  
**STORAGE And**  
**DISTRIBUTION****For Minnesota and Northwestern States****L. C. L. Shipments without**  
**Cartage****Motor Truck Deliveries****Located in heart of**  
**wholesale district****Minneapolis**



## MINNEAPOLIS, MINN.



## Skellet of Minneapolis

deserves a place at the head of your Minneapolis list. A new warehouse, modern in every detail, and operated by experienced men along most efficient lines. Open storage and private rooms; centrally located on private side track; 21 vans and trucks. Our facilities and service warrant your investigation. We aim to make our customers satisfied.

We take a keen pleasure in making newcomers welcome.

Members: N. F. W. A. A. W. A. Central Club

### SKELLET COMPANY

Main Office

201 South Fifth Street Minneapolis, Minn.  
We operate Ballard Company in St. Paul

## MINNEAPOLIS, MINN.

## Consign your Minneapolis shipments to The Thompson Transfer & Storage Co.

Prompt and efficient service on  
Pool Cars of household goods and  
merchandise. Motor Van Service

Collections remitted upon receipt of B/L

Office 310 South 4th Street

## ROCHESTER, MINN.

### Carey's Transfer & Storage

Expert Care of H. H. Goods  
Long Distance Moving—Packing and Shipping  
Rates to Pacific Coast

#### CAREY'S TRANSFER & STORAGE

Sixth St. and Ninth Ave. Northeast  
Member Minn.'s Warehousemen's Association and  
American Chain of Shippers, Inc.

## ST. CLOUD, MINN.

H. W. LANDWEHR

### LANDWEHR TRANSFER & STORAGE

200 Sixth Avenue, North  
Moving—Packing—Storage—Shipping  
Piano Moving a Specialty  
No Long Distance Hauling  
Local Master Service  
Household Goods and Merchandise Storage  
Established 1898

## ST. CLOUD, MINN.

Freight Hauling  
Expressing

Moving  
Crating  
Packing  
Storage

"SERVICE"

Merchandise Warehousing and Distribution  
Household Goods Storage

### Maiers Transfer & Storage Co.

512 North 1st St.

Long distance hauling

Motor Service

St. Cloud, Minn.

## ST. PAUL, MINN.

## Your Patrons in the Northwest Demand Quick Service

Let us help you give it to them

We are at the natural gateway, at the junction of nine railroads, Minnesota Transfer, in Midway, a short distance from the jobbing and retail districts of both St. Paul and Minneapolis—giving complete accessibility from one stock to every point.

L. C. L. shipping without carting. Motor Trucks for local deliveries. Forty acres of ground. Six miles of trackage, operated by our electric locomotives.

### Merchandise Bonded and Cold Storage Industrial Sites

Let us help you solve your distribution problem  
in this territory.

## CENTRAL WAREHOUSE COMPANY

Office: 739 Pillsbury Avenue

St. Paul, Minn.

Members A. W. A., Central Warehousemen's  
Club and Minnesota Warehousemen's Association



## ST. PAUL, MINN.

St. Paul

Minn.



Distributors and Handlers of  
HOUSEHOLD GOODS

## ST. PAUL, MINN.

## Fidelity Storage & Transfer Co.

HIGH GRADE STORAGE ACCOMMODATIONS  
Office, 331 Wabasha Corner Fourth St.  
Pooled Cars Distributed, Three Track Warehouses,  
Merchandise and Household Goods

## ST. PAUL, MINN.

**Kedney Warehouse Co.**

9th &amp; Broadway—on G. N. &amp; Burlington

**Merchandise Storage  
and Distribution****Moving, Packing and Shipping  
Household Goods**

Members A. W. A., C. W. C., Minn. W. A.

## ST. PAUL, MINN.

**ST. PAUL TERMINAL  
WAREHOUSE COMPANY**New, clean, fireproof warehouses.  
Located centrally in jobbing district.  
LCL shipping without cartage.  
Motor Trucks for store door delivery.  
Bonded to the State.**Merchandise Storage and  
Distribution**

ST. PAUL



## KANSAS CITY, MO.

**Serve the Southwest  
with United Service****KANSAS CITY WAREHOUSE**

Three of the finest fireproof modern warehouses in the middle west. All operated by experienced warehousemen. Each equipped to furnish any service connected with the efficient storing, forwarding, or distribution of new merchandise. Ask us about it.

**UNITED WAREHOUSE CO.**

Capital, \$100,000.00

Kansas City, Mo.  
2114 Central St.Wichita, Kansas  
815 E. 2nd

## JACKSON, MISS.

**RICKS****Storage & Distributing Company  
BONDED WAREHOUSEMEN**

Mississippi's Largest Warehouse

General Merchandise and Household Goods  
Storage and DistributingModern Brick Buildings  
Private Siding I. C. R. R.  
Motor Truck ServiceMembers: American Warehousemen's Ass'n  
National Furniture Warehousemen's Ass'n

## ST. LOUIS, MO.

**ARROW****Fireproof Storage & Moving Co., Inc.**  
4116 N. UNION BLVD.**CONCRETE CONSTRUCTION  
FIREPROOF WAREHOUSE  
FOR FURNITURE****Merchandise Storage and Distribution**

Bonded Warehouse On Terminal Switch For Car Lots

ST. LOUIS, MO.

## JOPLIN, MO.

**Tonnies Transfer & Storage Co.**  
1027-43 Virginia Ave. Joplin, Mo.Distribution and storage of merchandise  
Fireproof warehouses—Motor van service  
On railroad siding—Lowest Insurance rates**PACKING—STORAGE—SHIPPING****The Men Who Distribute  
Bixby's Blacking**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## ST. LOUIS, MO.

**BEN A. LANGAN  
FIREPROOF STORAGE CO.**5201 to 5209 Delmar Ave.  
ST. LOUIS**Expert Movers and Forwarders of  
HOUSEHOLD GOODS****Our Auto Van Service is Unexcelled  
Your Interests Will Be Safely Guarded**

## ST. LOUIS, MO.

Four of St. Louis' oldest and largest household goods warehouses under "GENERAL" management.

Langan & Taylor Storage & Moving Co.

R. U. Leonori Auction & Storage Co.

American Storage & Moving Co.

J. Brown Storage Co.

In the world of household goods warehousing, these words are synonyms —

SAINT  
LOUIS  
MISSOURI

&

GENERAL  
WAREHOUSING  
COMPANY

## ST. LOUIS, MO.

### The St. Louis Gateway.

Goods laid down on our floors in St. Louis are within a few hours of a million and a half purchasers, while 775,000 are right outside the doors. With our downtown location and excellent reshipping facilities you can serve this mammoth population at minimum expense. We co-operate in serving your interests in this territory. We make a specialty of the storage of automobiles.



**Pennsylvania Terminal Warehouse Co.**  
*of St. Louis, Missouri.*

R. F. Abernathy, Resident Mgr.

## HASTINGS, NEBR.

**Borley Storage & Transfer Co., Inc.**  
Pool Car Distributor

STORAGE—FURNITURE  
MERCHANDISE

HAULING, LIGHT & HEAVY  
TWO WAREHOUSES

Private Railroad Siding  
All Railroad Connections

## NORFOLK, NEBR.

BONDED WAREHOUSE

**NORFOLK**  
**TRANSFER and STORAGE**

W. H. BLAKEMAN, Owner

Merchandise, Household Goods and Automobiles  
Pool Cars Distributed C. N. W., U. P., C. St. P. M. & O.

## OMAHA, NEBR.

## BEKINS OMAHA VAN and STORAGE

Household Goods and Merchandise

16th and Leavenworth St., OMAHA, NEBR.

## OMAHA, NEBR.

## FIDELITY STORAGE & VAN CO.

1107-11 HOWARD STREET

Exclusive Household Storage

Removals — Packing — Forwarding

All Collections Promptly Remitted

MEMBERS { American Warehousemen's Association  
Central Warehousemen's Club  
National Furniture Warehousemen's Association

## OMAHA, NEBR.

## GORDON

### Fireproof Warehouse & Van Co.

Main Office: 219 North 11th Street

Four warehouses on track, equipped with automatic sprinkler systems.

Accommodations for brokers, jobbers, automobile manufacturers, etc.

Household Goods Packed, Stored and Forwarded

MEMBER:

American Warehousemen's Association.  
Central Warehousemen's Club.  
National Furniture Warehousemen's Association.



## OMAHA, NEBR.

## MERCANTILE STORAGE & WAREHOUSE COMPANY

Merchandise Distribution and Warehousing

Write us for rates.

OMAHA

## OMAHA, NEBR.

## Pacific Storage & Warehouse Co.

1007-9-11 JONES STREET

Merchandise Storage and Distribution

Pool cars solicited

Private Siding

Motor Trucks

Our Warehouse is in the Center of the Jobbing and Business District.

*Service That Satisfies Is Our Motto*

Members of the Central Warehousemen's Club,  
American Warehousemen's Ass'n.



## OMAHA, NEBR.

**Terminal Warehouse Company**

702-712 S. Tenth Street

CENTRALLY LOCATED  
POOL CAR DISTRIBUTION.  
MERCHANDISE STORAGE AND TRANSFER.  
IMPLEMENTS STORAGE AND TRANSFER.  
COMPLETE HOUSEHOLD GOODS SERVICE.  
WE RECIPROCATE.

## MANCHESTER, N. H.

**McLANE & TAYLOR***Direct Boston & Maine Siding*

MERCHANDISE—COLD STORAGE PLANT—FUR  
STORAGE—AUTOMOBILE STORAGE AND  
HOUSEHOLD GOODS

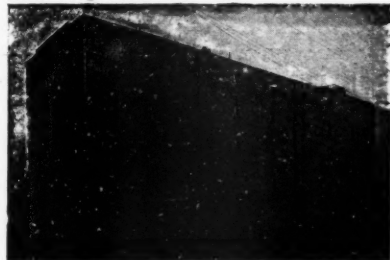
*New and Absolutely  
Fireproof Warehouse*

WAREHOUSING IN ALL ITS BRANCHES

## ATLANTIC CITY, N. J.

**ELDRIDGE EXPRESS and STORAGE WAREHOUSE CO.**

Office: 110 N. South Carolina Avenue  
Inter-City Auto Service Heavy Hauling



Railroad  
Siding and  
Storage Yard

Storage for  
Goods and  
Merchandise

Piano Moving

Phone 108

## CAMDEN, N. J.

C. S. &amp; E. J. ZEIGLER, Proprietors

**The Park Storage Warehouse Co.**

Main Office and Warehouse:  
HADDON AVE. AND PINE ST., CAMDEN, N. J.



Estimates Cheerfully Given Phones, Bell 1299, Eastern 460

**Storage, Moving, Packing and Shipping**  
AUTO VANS—NO ROAD TOO LONG

## EAST ORANGE, N. J.

**JACOB DIETRICH**

**Storage, Moving, Packing and Shipping**  
Oranges and Maplewood—Padded Motor Vans

My satisfied customers cover a period  
of over 30 years. Shipments solicited.

47 No. Grove Street, EAST ORANGE

## EAST ORANGE, N. J.

Established 1887 R. T. BLAUVELT, President

**Lincoln Storage Warehouses**

FIREPROOF NON-FIREPROOF MOTOR EQUIPMENT

Members of the American Warehousemen's Association and  
National Furniture Warehousemen's Association

Principal Office, 85 MAIN STREET

## EAST ORANGE, N. J.

Est. 1907

**The Orange Storage Warehouse***Fireproof Household Goods Warehouses*

42 Harrison Street

MOTOR TRUCK EQUIPMENT

## EAST ORANGE, N. J.

Established 1883

**THOMAS P. WATSON**

199 McKINLEY AVENUE  
Fireproof Storage Warehouse

Lowest Insurance Rate—

Service in the Oranges, Montclair, Maplewood  
Member National Furniture Warehousemen's Association  
Member New Jersey Furniture Warehousemen's Association

## HACKENSACK, N. J.

**GEO. B. HOLMAN & CO., Inc.**

STORAGE SHIPPING PACKING

HOUSEHOLD GOODS EXCLUSIVELY

Most Modern Equipment in North Jersey

Complete Warehouse Service

Motor Vans for Local &amp; Long Distance Hauling

Members N. J. F. W. A. and N. F. W. A.

## JERSEY CITY, N. J.

**GOODMAN WAREHOUSE CORP.****Fireproof Storage**

For Shipments of Household Goods and Merchandise in Jersey  
City and Greater New York

Accessible to All Railroads

For Information See Directory (December Issue, Page 207).

JERSEY CITY OFFICE.....NEW JERSEY  
BAYONNE .....NEW JERSEY

## NEWARK, N. J.

**JOS. J. KROEGER**

Tel. Market 7372

Storage—Fireproof or Non-Fireproof  
Motor Trucks for Long Distance Moving

546-552 Central Ave.

**KEEP IT UP!**

One step won't take you very far, you've got to  
keep on walking;

One word won't tell them what you are, you've  
got to keep on talking;

One inch won't make you tall, you've got to keep  
on growing;

One little "ad" won't do it all, you've got to keep  
'em going.

Sent to DISTRIBUTION & WAREHOUSING  
by George S. Lovejoy, Vice-President of the  
American Warehousemen's Association.

## NEWARK, N. J.

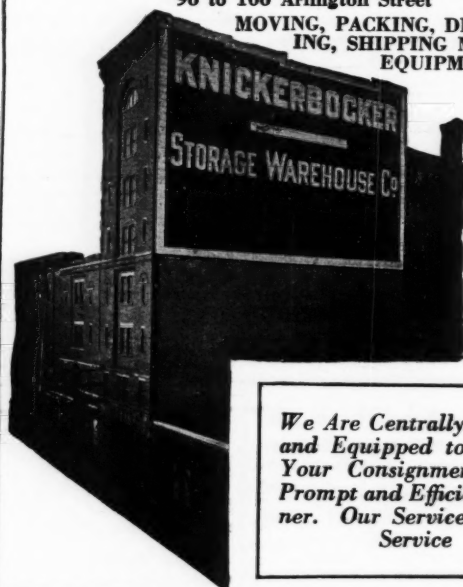
JOHN MULLIGAN, Pres. WILLIAM MULLIGAN, Vice-Pres.  
JAMES B. MULLIGAN, Sec. and Mgr.

Ship to Newark's Leading Furniture and Merchandise Warehouse

## Knickerbocker Storage Warehouse Company

96 to 106 Arlington Street

MOVING, PACKING, DISTRIBUTING, SHIPPING MOTOR EQUIPMENT



Member  
N. F. W. A.  
and  
N. J. F. W. A.

*We Are Centrally Located and Equipped to Handle Your Consignments in a Prompt and Efficient Manner. Our Service Is Real Service*

## NEWARK, N. J.

## TRUCKING WAREHOUSING SHIPPING

## PASSAIC TRANSPORTATION COMPANY

OFFICES

57 Freeman Street, Newark, N. J.

### General Merchandise Storage and Forwarding

Capacity, 1000 Cars

Fireproof Brick and Concrete Buildings

Railroad Sidings  
CENTRAL RAILROAD OF N. J.

Dock Facilities  
PASSAIC RIVER

Warehouse Receipts Issued  
City Deliveries.

Long and Short Distance Hauls

Low Insurance Rates on Application

Regular Deliveries of Merchandise between New York, Newark and Phila.

## NEWARK, N. J.

## Lehigh Warehouse & Transportation Co., Inc.

118 Frelinghuysen Ave., Newark, N. J.

Storage and Distribution of  
General Merchandise

Lehigh Valley Siding

Motor Trucks for Local and  
Long Distance Work

Members: American Warehousemen's Ass'n



## NEWARK-HARRISON, N. J.

## Security Storage Warehouse

412-20 Harrison Ave.

John O'Connor, Prop.

### MERCHANDISE WAREHOUSING AND DISTRIBUTION HOUSEHOLD GOODS WAREHOUSE

Members A. W. A. and N. F. W. A.

## NEWARK, N. J.

## MODEL STORAGE WAREHOUSES

54-56 Belleville Ave.

FIREPROOF STORAGE  
EXPERTS IN HANDLING SHIPMENTS OF HOUSEHOLD GOODS

YOU KNOW—WE KNOW HOW

Members:  
New Jersey F. W. A. National F. W. A.  
American W. A. Canadian S. W. A.

## NEWARK, N. J.

## New Jersey Warehouse Company, Inc.

237-239 Ridgewood Ave.

322-324 Badger Ave.

Warehousemen—Riggers—Forwarders  
Furniture—Merchandise  
Private Penna. R. R. Siding

## PATERSON, N. J.

## The Safety Storage Co.

Two Modern Fireproof Warehouses  
for Storage of Household Goods and  
Merchandise

Carload Distribution

MOVING SHIPPING PACKING

MOTOR TRUCK SERVICE

Peter J. Christie, Manager

Principal Office:

41-43 Governor St., Paterson, N. J.  
Telephone 2288 Paterson



## TRENTON, N. J.

**Anchor Warehouse Co.**

Trenton, N. J.

**COMMERCIAL STORAGE  
and  
DISTRIBUTION**Trenton is an ideal car break point for the  
Metropolitan districtPrivate Railroad Siding, Penna. R.R. and  
Phila.-Reading R.R.We store, reship and deliver all classes of  
merchandise.

Low Insurance Rates

PROMPT AND CAREFUL SERVICE.

## TRENTON, N. J.

**Jefferson  
Safety Storage Warehouse Co.**

TRENTON, N. J.

Warehousemen and Distributors

Central location; private siding from P. R. R.;  
adequate space; fully protected by sprinkler sys-  
tem; city and suburban deliveries.

MAY WE SERVE YOU?

## TRENTON, N. J.

**Petry  
Express & Storage Co.**  
(INCORPORATED)STORAGE WAREHOUSES  
MERCHANDISE and HOUSEHOLD GOODS  
MOVERS—PACKERS—SHIPPERS  
MOTOR VAN SERVICECarloads Distributed. Manufacturers' Distributors.  
Members—A. W. A.—N. F. W. A.

## ALBANY, N. Y.

Albany Terminal & Security Warehouse Co., Inc.,  
Office, 1 Dean StreetStorage, Transferring and Forwarding  
Direct Track Facilities Pool Car DistributionOur warehouse was built for and always used for ware-  
house purposes. Direct truck connections with all R.Rs.

Member American Chain Warehouses

## AUBURN, N. Y.

JAMES A. WILSON, Pres.

W. M. Granger, Sec. Treas.

**AUBURN DRAYING COMPANY**

(Incorporated)

Offices: N. Y. C. R. R. and Lehigh Valley R. R. Freight Station  
DIRECT RAILROAD SIDINGPool Car and Local Distribution of Merchandise, Storage, Packing, and Ship-  
ping of Household Goods. Long Distance Moving. Special Equipment for  
Heavy Hauling and Rigging.

## BINGHAMTON, N. Y.

Member Chamber of Commerce

**JOHN B. SOUTHEE**STORAGE WAREHOUSE AND VAN OFFICE  
MOVING AND TRUCKING OF ALL KINDS  
178 STATE STREETOffice Phone 1366  
House Phone 1799Residence  
60 Moeller St.

## BROOKLYN, N. Y.

Our 29th Year**Chas. E. Bowman Co.**Modern  
Storage WarehousesStorage—Household Removals  
Packers and Shippers*Consign your Brooklyn Shipments  
in our care—Wallabout Terminal.  
We make prompt collections and re-  
mit upon receipt of Bill of Lading.*468-470-472 Pulaski Street  
Brooklyn, New YorkMember of National Furniture Warehousemen's Association  
Member of N. Y. Furniture Warehousemen's Association  
Member of Van Owners Association of Greater New York

The Men Who Distribute

**Jersey Cereals**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



## BROOKLYN, N. Y.

15 Years with Pioneer Warehouses

**Franklin Fireproof  
Warehouses, Inc.**73 Rockwell Place  
Brooklyn

Member N. Y. F. W. A. and N. F. W. A.

B. F. LENIHAN, President

J. J. MULDOON, Treasurer

## BROOKLYN, N. Y.

Established 1890

**When Shipping Your Household  
Goods**

To or From Brooklyn

Have It Done Right—And Right Means By

**HARRAGAN'S**

Storage Warehouse, Inc.

Storing—Packing—Moving—Shipping

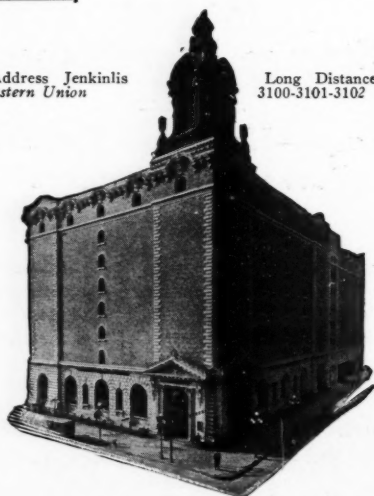
244-246 Havemeyer Street

Brooklyn, N. Y.

Mark Goods in Our Care, Eastern Dis-  
trict Terminal, Brooklyn

POOL CARS DISTRIBUTED

## BROOKLYN, N. Y.

Cable Address Jenkinlis  
Western UnionLong Distance Phones  
3100-3101-3102 Lafayette

The New Addition to our Ware-  
houses—contains every latest im-  
provement for the care and se-  
curity of Household Effects.  
Our Warehouse contains Safe  
Deposit and Silver Vaults, Cold  
Storage for Carpets and Furs;  
Steel Removable Van Bodies for  
the Storage of Furniture and  
for house to house removals;  
Lift Vans for city to city Re-

movals and the lowest Fire In-  
surance Rate in New York City.  
To save delay for consignments  
for delivery to any part of New  
York City or Brooklyn, mark  
goods in our care to "Eastern  
District Terminal, Brooklyn."  
This is the center of Greater  
New York—no delay due to  
congestion.

Absolutely Fireproof

**Long Island Storage Warehouses**

Nostrand and Gates Avenues

BRANCH WAREHOUSES

881-891 Park Avenue

781-789 Kent Avenue

## BROOKLYN, N. Y.

Phone number—South 3474

JOHN E. CASSIDY, Treas.

**Nineteenth Street  
Storage Warehouse**

Incorporated

Nineteenth St. and Eighth Ave.  
BrooklynStorage for Household Goods  
and Merchandise, Packing and  
Shipping, Motor Vans.

We are convenient to all rail-  
roads at Bush Terminal Sta-  
tion for deliveries to Bay Ridge,  
South Brooklyn, Flatbush and  
Prospect Park Sections. Con-  
signments to these points can  
be handled economically by us.

Members N. F. W. A. and N. Y. F. W. A.

## BROOKLYN, N. Y.

**William H. Strang Warehouses**

Established 1875

900-910 ATLANTIC AVENUE

1287-1295 ATLANTIC AVENUE

Packing, Shipping, Moving  
and Storage of Household Goods

N. Y. F. W. A.

## BROOKLYN, N. Y.

Established 1889

**"Charley" Strang's  
Montauk Storage Company**

187-199 So. PORTLAND AVE.

178-180 So. PORTLAND AVE.

Fireproof Branch: 356-360 Coney Island Ave.

Consign your shipments in our care for Brooklyn,  
Long Island and all Suburban Points.Storage, Moving, Packing and  
Shipping of Household Goods

## BROOKLYN, N. Y.

**SUNLIGHT**  
**Storage Warehouse Company, Inc.**  
 FRANK HOLMES, Manager

Entire Block—Classon Ave., Atlantic Avenue  
 and Pacific Street

Office: 1045 Pacific Street

Send your Brooklyn shipments in our care.  
 Prompt, courteous and careful service. Specializing  
 in inter-city shipments of household goods.

## BUFFALO, N. Y.

**Monarch Storage & Warehouse Co., Inc.**  
**"SERVICE"**

In distribution of goods for National Merchandisers.  
 286-308 Elm St., Buffalo, N. Y.

## BUFFALO, N. Y.

**QUEEN CITY WAREHOUSE CORP.**  
 940 SENECA ST.

Terminal Warehouse  
 Private Railroad Siding All Railroad Connections  
 General Storage Pool Car Distribution  
 Large Team Truck Facilities for Carload Traffic  
 Rates on application

## BUFFALO, N. Y.

ESTABLISHED 1903

**AMERICAN HOUSEHOLD STORAGE CO.**  
 297-303 NIAGARA STREET  
 Moving, Packing, Storage of  
 Household Goods

Fireproof and non-fireproof warehouses convenient to railroads.  
 N. F. W. A. A. W. A.

## BUFFALO, N. Y.

**BUFFALO**  
**STORAGE & CARTING COMPANY**  
 STORAGE, TRANSFER AND  
 FORWARDING  
 Warehouse on New York Central Tracks

## ELMIRA, N. Y.

**WE SHIP SUDDEN**

Located Main Line—D. L. & W. R. R. and  
 Erie, Pa., L. V. railroads.

DISTRIBUTING AND WAREHOUSING  
 Best Warehouse in the Southern Tier.  
 Low insurance.

Reference: Second National Bank,  
 Chemung Canal Trust Co.  
 and many mercantile houses.

**JOSEPH BIMBERG SONS**

Elmira, N. Y.  
 Reference R. G. Dun or any bank in our city.

## BUFFALO, N. Y.

**COLD SPRING STORAGE CO., Inc.**  
 JOSEPH W. POWELL, PRES.  
 1440 MAIN ST.  
 FIREPROOF and NON-FIREPROOF WAREHOUSES  
 MEMBER A.W.A.—N.F.W.A.

## BUFFALO, N. Y.

**Fred F. Dye Fireproof Warehouse, Inc.**  
 1661-1669 Main St.  
 OUR WAREHOUSES ALL FIREPROOF  
 MOVING—PACKING—STORING—SHIPPING  
 HOUSEHOLD GOODS EXCLUSIVELY

## BUFFALO, N. Y.

**O. J. GLENN & SON**

Everything in the Line of Moving,  
 Carting, Packing, Storage

OFFICE: 204 TERRACE STREET

## BUFFALO, N. Y.

—AND DETROIT

**LEONARD**

WAREHOUSES, INC., 93 FRONT AVE.  
 STORAGE FOR HOUSEHOLD EFFECTS

## ELMIRA, N. Y.

**We Offer the Most Complete  
 Service in Elmira and  
 Vicinity**

Service Our Middle Name

**BEST DISTRIBUTING POINT**  
 in Western New York and Pennsylvania

Three Warehouses, 75,000 square feet  
 floor space, can accommodate 150 cars  
 of merchandise.

Free switching privileges, D., L. & W.,  
 Erie, Penna. and L. V. Railroads.  
 Switch enters building; can load and  
 unload under cover.

General Merchandise and Storage. For-  
 warding and Transferring a Specialty.

Competent help in office and warehouse.  
 We can be used as a branch house at no  
 extra expense.

We do our own trucking.

**ELMIRA**  
**STORAGE AND SALES**  
**COMPANY**

## ELMIRA, N. Y.

## ELMIRA



## New York and Pennsylvania Shipping

via Four Railroads

## Pool-Car Distribution, Storage and Re-Shipping

When you entrust your goods to our care, protection and distribution, you buy the reputation of the men who back this warehouse.

## A. C. RICE STORAGE CORP'N

Warehouses: 607-615 Railroad Ave.

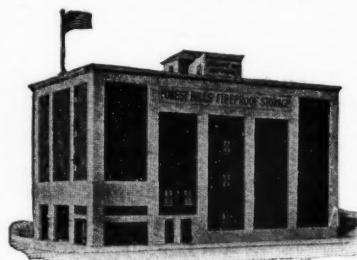
Erie Siding

ELMIRA, N. Y.

## FOREST HILLS, L. I., N. Y.

## Forest Hills Fireproof Storage

Austin &amp; Herrick St.



Storage and  
Shipping of  
Household  
Goods  
Exclusively

Serving Forest  
Hills, Elmhurst,  
Kew Gardens,  
Richmond Hill, Ja-  
maica.

Member N. F. W. A.

## JAMAICA, L. I., N. Y.

Send Your Long Island Shipments

To

## Jamaica Storage Warehouse

166-11 Jamaica Ave.

Old, 461½ Fulton St.

WRAPPING  
PACKINGCRATING  
SHIPPING

Adjacent to Biggest Railroad Terminal on Long Island

WE RENDER PROMPT SERVICE

Member: N. F. W. A.

FAR ROCKAWAY  
LONG ISLAND } N. Y.

## John Winklers Sons, Inc.

1518-1522 Far Rockaway Boulevard

Our Service Extends to *Household Goods*  
Arverne *Shipments*  
Rockaway Beach *Exclusively*  
Lawrence  
Cedarhurst  
Woodmere  
Lynbrook  
Hewlett  
Rockville Centre

Members of N. Y. F. W. A.  
N. F. W. A.  
Van Owners' Assoc.  
of Greater N. Y.

## JAMESTOWN, N. Y.

## Consolidated Trucking &amp; Storage Co.

213 East 2nd St.

Packing, Crating, Shipping and Storage of  
Household Goods

Pool Car Distribution. Motor Trucks.

## NEW ROCHELLE, N. Y.

Moving, Packing Storing, Shipping

## O'Brien's Fireproof Storage Warehouse, Inc.

Packers and Shippers of Fine Furniture and Works of Art

Also Serving

New Rochelle, Pelham, Larchmont, Mamaroneck, White Plains, Scarsdale,  
Hartsdale. Send B/L to us at New Rochelle.  
Member N. Y. F. W. A. and N. F. W. A.

## FLUSHING, N. Y.

Tel. Flushing 1815

William J. Halleran, Pres.

Blackham Storage & Trucking Co.  
INC.

We do a general storage, moving, carting  
and packing business covering Flushing and  
Long Island. Try our service, you'll like it.

OFFICE: 43-45 BROADWAY, FLUSHING, NEW YORK

The Men Who Distribute

## Simmons Beds

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## NEW YORK, N. Y.

Broadway Storage  
Warehouse

THOMAS REILLY, Prop.

130th &amp; BROADWAY

Household Goods  
Stored, Shipped,  
Moved and Packed

Member N. Y. F. W. A.  
and N. F. W. A.



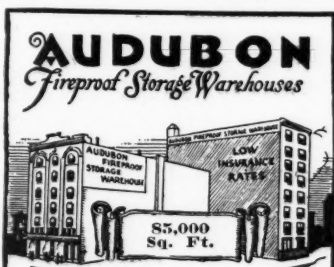


## NEW YORK, N. Y.

## CONSIGN

Your Harlem and Washington Heights Shipments to us.

Efficient Service  
Prompt Attention  
Motor Equipment



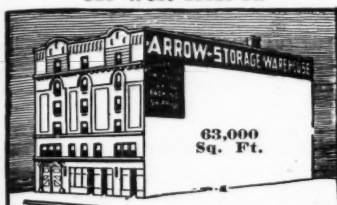
1928 Amsterdam Ave., Cor. 155th St.

Moving — Packing — Shipping — Silver Vaults

**ABSOLUTELY FIREPROOF**  
Route to All Harlem Stations

MEMBERS: { National Furniture Warehousemen's Assn.  
New York Furniture Warehousemen's Assn.  
Van Owners' Assn., Greater New York.

516 West 181st St.



District from 135th St. to Yonkers, East and West Side.

DEAD STORAGE  
FOR AUTOS

## NEW YORK, N. Y.

## CAMPBELL STORES

WAREHOUSEMEN  
AND  
TRUCKMEN

HOBOKEN, N. J.  
TELEPHONE 1978



Mr. Traffic Manager,  
Anywhere.

Dear Sir:- Re: "Distribution in New York City & Vicinity."

We would be pleased to have you take advantage of our facilities. We believe we can give you satisfactory service, the result of our long experience.

May we have the opportunity of quoting you rates?  
Write us fully as to your needs.

Yours very truly,

CAMPBELL STORES.

*H. E. Wilson*  
Vice Pres. & Treas.

<b>FACILITIES</b>	We have them. Direct rail and water connections.
<b>LOCATION</b>	Just across the River from New York City.
<b>EXPERIENCE</b>	Forty three years of integrity.
<b>EQUIPMENT</b>	Our own trucking plant. Warehouses, heavy mill construction.
<b>SERVICE</b>	Prompt, comprehensive, efficient and reliable.

## NEW YORK, N. Y.

## P. BRADY &amp; SON CO.

DEAD STORAGE OF AUTOMOBILES & MACHINERY  
Automobiles Boxed for Export

GENERAL TRUCKING

552-554-556 West 58th Street New York

## NEW YORK, N. Y.

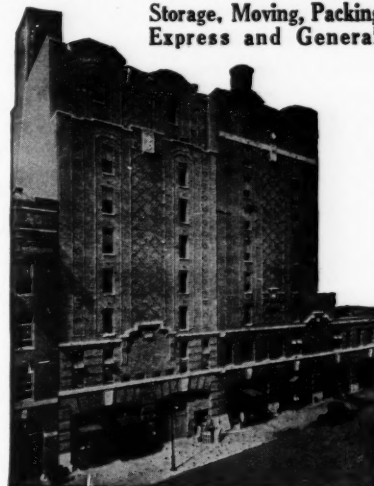
## Chelsea Fireproof Storage Warehouses, Inc.

COMPLETE SERVICE TO SHIPPERS

Storage, Moving, Packing, Shipping  
Express and General Trucking

Ship to  
the  
Chelsea

Equipped  
for prompt  
service



Our Harlem Warehouse

## Chelsea Fireproof Storage Warehouses, Inc.

LOUIS SCHRAMM, Pres. WM. F. HAHN, Secy. and Treas.

Main Office  
426-434 West 26th St.

Harlem Branch  
112-120 West 107th St.

Members of

New York Furniture Warehousemen's Association  
National Furniture Warehousemen's Association  
The Merchants' Association of New York

## NEW YORK, N. Y.

"SERVICE THAT SATISFIES"

## Cuneo Storage Co., Inc.

1569-1575 Southern Boulevard

MODERN  
FIREPROOF  
WAREHOUSE



Centrally located we  
are equipped to handle  
your Bronx consign-  
ments.

If the City to which you are ship-  
ping is not represented in this list,  
choose the nearest as the geographi-  
cal arrangement will help you.

NEW YORK, N. Y.

## Fireproof Warehouses

Day & Meger  
Murray & Young, Inc.  
PACKERS-SHIPPERS  
AND MOVERS  
OF HIGH GRADE  
HOUSEHOLD EFFECTS & ART OBJECTS  
304-305-307 EAST 61<sup>ST</sup> STREET  
NEW YORK



WE SOLICIT  
HIGH-CLASS WORK

## MEMBERS:

National Furniture Warehousemen's Assn.  
New York Furniture Warehousemen's Assn.

NEW YORK, N. Y.

## Another One of 7

Warehouses  
Stretching from  
Manhattan to New  
Rochelle.

40 years' experience equips us to handle any shipment — large or small — consigned to New York, New Rochelle, Mt. Vernon, Pelham, Larchmont, Mamaroneck, Dunwoodie, Bronxville, Yonkers and Westchester County.



Tremont Ave., cor. 177th St., Bronx

Every Form of Warehouse Service

LEE BROS., Inc.

MEMBER N. F. W. A.

Gen. Offices: 101 East 125th St., New York City

NEW YORK, N. Y.

## The Gilbert Storage Co. Inc.

Specialists in Pool Cars  
Distribution—Warehousing  
Located on East and West  
Side — Fireproof Storage

Formerly

Harlem Storage Warehouse Co., Inc.

Main Office: 39 West 66th St.

N. F. W. A., A. W. A., N. Y. F. W. A., N. Y. S. F. W. A.

NEW YORK, N. Y.

?

Are you—Mr. Manufacturer—satisfied with your warehousing conditions in New York?

Are you paying a cartage charge from Railroad Station to Warehouse?

Are you paying a higher rate of Insurance than you should?

Are your goods stored in an absolutely fireproof warehouse?

Are you paying for high-class service and not getting it?

We could ask you a hundred similar questions.

We are rendering unequalled service to a number of very large concerns, handling all details from receiving of goods to delivery to customer's door at a very low cost. We can do the same for you.

We are located at Bush Terminal, Brooklyn, N. Y., in the heart of the shipping center.

We have our own Railroad Siding.

Our Export Department is at your service, re: handling all details from securing space on Steamers to final clearance papers.

We solicit your inquiries.

McNALLY BROS., INC.

Bush Terminal

BROOKLYN, N. Y.

NEW YORK, N. Y.

## Julius Kindermann &amp; Sons

Three large fireproof storage warehouses adjacent  
to Washington Heights and all counties  
in Westchester section

1360-62 Webster Avenue, near 170th Street, Bronx

NEW YORK, N. Y.

H. J. F. MINDERMAN, Pres.

Main Office and Warehouse Telephone

1154 } BINGHAM  
0746 }

H. J. F. MINDERMAN, Inc.

TREMONT VANS &amp; STORAGE

AUTO VANS for LONG DISTANCE MOVING AND OUTINGS

Warehouse: 501-505 EAST 171ST ST., Near Third Ave.

Piano Hoisting A Speciality

NEW YORK, N. Y.

## Mott Haven Storage Warehouse Co.

Fireproof and Non-fireproof Warehouses  
Factory Distributors — Motor Service

Adjacent to all Bronx Terminals. Economic and  
Satisfactory Service

THIRD AVENUE AND 140th STREET

The Men Who Distribute  
**Konstruckto Toys**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## NEW YORK, N. Y.

Quality  
ServiceCHAS. S. MORRIS  
Pres. and Treas.LAWRENCE S. MORRIS  
Sec. and Mgr.

Established 1875



**Metropolitan Fireproof Warehouse Corp.**  
Amsterdam Ave. and 83rd St.  
New York City

Members:  
N. F. W. A., N. Y. F. W. A., C. W. A., N. Y. S. W. A., V. O. A.

## NEW YORK, N. Y.

Phone  
Chickering 7932Custom House  
License 1291Track Connection  
Penna. R. R. and  
N. Y. Central R. R.

Base Rate, 16c

**P. F. D. Warehouse Corp.**

Storage &amp; Distribution

610-12 WEST 39TH ST., NEW YORK

NEW YORK  
STATEN ISLAND } N. Y.

C. H. BROWN, Pres.

**STORAGE  
RICHMOND  
WAREHOUSES**

West New Brighton, N. Y.

Shipments to Staten Island Solicited

Warehouses located at West New Brighton  
and Tompkinsville

Members N. F. W. A. and N. Y. F. W.

## NEW YORK, N. Y.

**MORGAN & BROTHER**Storage Warehouses  
and Motor Vans

G. E. TACKER, Manager

MOVING      STORAGE      PACKING

Our reputation for handling collections on consignments is your guarantee in selecting us as your correspondent in New York City

*Furniture and Works of Art Boxed  
and Shipped to All Parts of the World*

228 - 230 - 232 - 234 - 236 WEST 47th STREET  
TELEPHONE Times Square  
CHICKERING 2840

Cable Address: MORGANWARE

Members:

National Furniture Warehousemen's Association  
New York Furniture Warehousemen's Association  
Van Owners' Association of Greater New York  
Merchants' Association of New York  
The Canadian Storage and Transfermen's Association

## NEW YORK, N. Y.

**A. Santini & Sons, Inc.**439-445 E. 149th St. (near 3rd Avenue)  
Bronx, New York

Located in the Hub of the Bronx

100 yds  
N.Y.C.R.R.1/2 mile  
L.V.R.R.About 1/2 mile  
N.Y.N.H. &  
PENN.R.R.

Convenient to all railroad terminals.

**Largest Fireproof Warehouse  
in the Bronx**

A Fleet of Fifteen Padded Vans.

Movers and Packers

Storage Forwarders

Low Insurance Rate

**THE ORIGINAL SANTINI**

Established 1887



## NEW YORK, N. Y.

**SUNRISE STORAGE COMPANY, Inc.**

456-458 East 173d St., Bronx, New York City

Dependable, direct and satisfactory service can be given your customers by sending shipments for any part of New York City, particularly the Bronx and Westchester Co., to us.

**STORAGE      MOVING      PACKING      SHIPPING**  
OF HOUSEHOLD GOODS

Collections made and promptly remitted

## NEW YORK, N. Y.

A Room for Every Load of Furniture

**The Tiffany Fireproof Storage Warehouses**

1133-35 Tiffany Street, Bronx

When consigning your goods to the Bronx ship to us. We are conveniently located near all railroad terminals.

**Efficient Service Our Motto**  
**Packing—Shipping—Crating**

Members of  
**National Furniture Warehousemen's Association**  
N. Y. F. W. A., V. O. A. of Greater New York

## NEW YORK, N. Y.

**TOOKER STORAGE & FORWARDING CO.**

MERCHANDISE WAREHOUSEMEN

Pool Cars Distributed  
Minimum Handling Expense  
Building Equipped  
With Automatic Fire Alarm  
Erie Railroad Siding

New York Office  
and  
Warehouse:  
28th St. & 11th Ave.  
Erie R. R. Tracks  
Tel. Chelsea 7845-7846

Chicago Office  
and  
Warehouse:  
Clark & 14th Sts.  
Erie R. R. Tracks  
Tel. Victory 2360-2429

## NEW YORK, N. Y.

"We Move in Society"

**HUGH F. WARD & BRO.**

MOVING, PACKING AND SHIPPING

Storage Warehouses, 540-542 West 38th Street, New York

Members of N. F. W. A., N. Y. F. W. A., A. W. A., V. O. A.

## NIAGARA FALLS, N. Y.

**WILLIAM YOUNG**

TRANSFER AND STORAGE OF HOUSEHOLD GOODS

MACHINERY AND SAFE MOVING A SPECIALTY

"Unexcelled SERVICE"

## OGDENSBURG, N. Y.

**DELOR DOE**

Truckman and Warehouseman

Pool Cars and Distribution. Storage for Out-of-Town Concerns. General Trucking and Storage of Household Goods, Merchandise, Safes, Machinery, Pianos.

21 ROSSEEL ST.

OGDENSBURG, N. Y.

The Men Who Distribute

**Armour Cereals**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## ROCHESTER, N. Y.

**General Merchandise Storage**

DISTRIBUTION AND FORWARDING

Insurance Rate 12c.

*Service That Brings Results***B. R. & P. Warehouse, Inc.**

E. D. Davis, President

Rochester, N. Y.

## ROCHESTER, N. Y.

Arthur S. Blanchard, President

**Blanchard Storage Co., Inc.**Storage  
Moving

HOUSEHOLD GOODS

Packing  
Shipping

FIREPROOF AND NON-FIREPROOF WAREHOUSES

Main Office: Broad at Oak St.

Members N. F. W. A. and A. W. A.

## ROCHESTER, N. Y.

**J. C. Clancy Carting Company**

Service Since 1885

Office: Webster Cor. Grand Ave.

Household Goods—General Merchandise

Fleet of Motor Trucks for Local and Long Distance Work

## ROCHESTER, N. Y.

**SAM GOTTRY CARTING CO.**

Office: POWERS BLDG.

Household Goods and General Merchandise

Direct Siding: Rome, Watertown & Ogdensburg R. R. (Branch  
N. Y. C.)

Pool Car Shipments—Motor Truck Equipment for Handling All  
Heavy Work

Specialize—Glucose, Paper, Machinery, Sugar, Pails

## ROCHESTER, N. Y.

Storage, transfer and forwarding of general merchandise. Only warehouse situated in center of city on N. Y. C. R. R. siding. Equipped with sprinkler system. Lowest insurance rates.

**MONROE WAREHOUSE CO., INC.,**

55-83 Railroad Street

Rochester, N. Y.

## ROCHESTER, N. Y.

**ROCHESTER STORAGE WAREHOUSES**

Owned and operated by  
**ROCHESTER CARTING CO.**

Facilities for Storing, Transferring and Forwarding Household Goods and Merchandise.

162-164 Andrews Street

## ROCHESTER, N. Y.

**JOSEPH A. SCHANTZ CO.**

171 to 219 Central Avenue

Separate Fireproof Locker Rooms. Motor Vans for City and Long Distance Moving. Storage and Packing Household Goods. Warehouse Space. Negotiable Receipts Issued.

Member New York Warehousemen's Assn.

## SCHENECTADY, N. Y.

**CAMPBELL'S WAREHOUSE**

740 Brandywine Ave.

Founded 1902

PACKING, SHIPPING and STORAGE of HOUSEHOLD GOODS EXCLUSIVELY

Correspondence invited

## SYRACUSE, N. Y.

**King Storage Warehouse, Inc.**

Opposite N. Y. C. West St. Station



**COMMERCIAL and FURNITURE  
STORAGE  
PRIVATE RAILROAD SIDINGS**

**DISTRIBUTING SERVICE**

Carload or less carload shipments will receive prompt and careful attention. This branch of warehousing has been a specialty with us for over twenty years. We maintain our own delivery service.

**HOUSEHOLD GOODS**

We solicit your Syracuse business. Motor delivery service. Careful attention to collections. Satisfaction to yourself and customer guaranteed.

FOR SAFETY WE SHIP FURNITURE IN THE KING SHIPPING CASE

358-376 West Water St.

**MEMBERS**

American Warehousemen's Association  
National Furniture Warehousemen's Association

The Men Who Distribute

**Fairy Soap**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## SYRACUSE, N. Y.



"A Good Sign of Real Service"

**DIETS STORAGE WAREHOUSE**

OFFICE: 108 WILKINSON ST.

## TROY, N. Y.

**Great Eastern Storage,  
Transfer & Wrecking Corporation**  
124-134 Ferry Street, Troy, N. Y.

**MERCHANDISE AND FURNITURE  
STORAGE.**

**DISTRIBUTORS AND FORWARDERS**

Private R. R. siding. Free switching from all railroads entering Troy. Main Warehouse located in Wholesale District, close to R. R. and Boat Depots. One Warehouse on the Barge Canal. **POOL CARS HANDLED.** Specialty salesmen available. Collections made. Buildings have Dry Sprinkling System. Lowest Insurance rates in the City. References from any of our satisfied customers on request.

## UTICA, N. Y.

In Utica it is

**"Jones of Utica"**

Special attention given to Merchandise Distribution and Pool Car shipments, also Household Goods shipments.

Members of American Warehousemen's Association, National Furniture Warehousemen's Association, New York State Warehousemen's Association and Central New York Warehousemen's Club.

**JONES-CLARK TRUCKING and  
STORAGE CO., Inc.**

127-135 Hotel St.

## UTICA, N. Y.

**Seneca Warehouse Co., Inc.**

125,000 sq. ft. of Fireproof Storage.

Insurance rate 12c.

Private R. R. Siding—6 Cars.

**MERCHANDISE—POOL CAR DISTRIBUTION.**

The Men Who Distribute

**Walker's Chile Con Carne**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## WHITE PLAINS, N. Y.

**Carpenter Storage, Inc.**

29-31 Brookfield St.

*Also serving*

Tarrytown

Scarsdale

Hartdale

Mamaroneck

Portchester

Larchmont

One of the most modern and best equipped Storage Warehouses in Westchester.

Household Goods Exclusively  
Low Insurance Rate

Packing—Crating—Shipping

Members N.Y.F.W.A. Reference,  
Any Bank in Our City

## YONKERS, N. Y.

**McCann's Storage Warehouse Co.**

3 MILL ST.

**Fireproof Storage Warehouse**

Strictly modern in every respect. The largest and latest in Westchester County—serving entire county.

## CHARLOTTE, N. C.

Is the natural distributing point for North and South Carolina. We distribute pool cars, store merchandise only and act as branch house for manufacturers. Fireproof warehouses. Free switching with all roads entering City.

**AMERICAN BROKERAGE & WAREHOUSE CO.**  
Established 1908

## CHARLOTTE, N. C.

**Carolina Transfer & Storage Co.**

211 W. 1st St., Charlotte, N. C.

Bonded fireproof storage.

Household goods and merchandise.

Pool cars handled promptly. Motor Service.

Members A. W. A. and N. F. W. A.

## GREENSBORO, N. C.

**Rucker Bonded Warehouse Corporation**

Greensboro, North Carolina

Storage of Merchandise—Forwarding Merchandise.

Private Railroad Sidings. Sprinkler System

Low Insurance Rate.

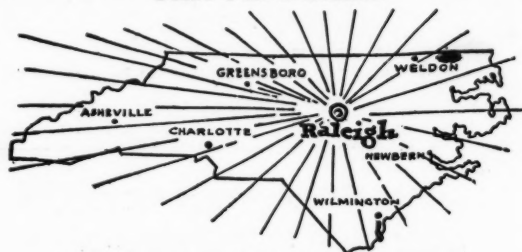
Pool Cars Handled Quickly

MEMBERS: A. W. A.

The Men Who Distribute

**Kellogg's Toasted Corn  
Flakes**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## RALEIGH, N. C.

IN THE CENTER IS THE NATURAL DISTRIBUTING  
POINT FOR CAROLINA**CAROLINA STORAGE & DISTRIBUTING CO.**

Merchandise Storage and Distributing

Pool Cars A Specialty

Motor Service

## FARGO, N. D.

**UNION TRANSFER COMPANY**

126,000 square feet floor space. Seventeen years of service to shippers. Merchandise, agricultural implements, household goods. Ship pool cars and spot stocks in our care. No car switching charges.

806-810 Nor. Pac. Ave.

Members—A. W. A. C. W. C. A. C. W. Minn. W. A.

## GRAND FORKS, N. D.

**Kedney Warehouse Co.****FIREPROOF STORAGE**Merchandise and Household Goods  
Pool Car Distribution—Moving—Packing

Members—A. W. A. C. W. C. Minn. W. A.

## AKRON, OHIO

**THE  
CITY VIEW  
APARTMENT & STORAGE CO.**

LARGEST FIREPROOF STORAGE CO.

IN  
**AKRON**

Commercial &amp; Household Goods

LOCATED IN THE HEART OF AKRON  
on B & O RAILWAY—FREE SWITCHING

## AKRON, OHIO

**COTTER  
WAREHOUSE**

Fireproof Warehouse for Furniture.

Motor Vans, Packing

*The W. Lee* **COTTER WAREHOUSE Company**

239 East Mill St., Akron, Ohio

Formerly

Union Fireproof Warehouse Co.



## AKRON, OHIO

# Cotterage

FOR CENTRAL STATES  
DISTRIBUTION OF MERCHANDISE

Merchandise Storage and Distribution, Rubber  
makers' Supply Depot



UNION TERMINAL WAREHOUSES

of

The *W. Lee* COTTER WAREHOUSE Company

Established in 1882

Akron, Columbus, Mansfield and Toledo

Executive Offices at Mansfield, Ohio

Akron Office, 97 East South St.

## AKRON, OHIO

## The KNICKERBOCKER WAREHOUSE and STORAGE CO.

36 CHERRY STREET

HOUSEHOLD GOODS AND MERCHANDISE  
FIREPROOF WAREHOUSE MOTOR TRUCKING

## CANTON, OHIO

## THE CUMMINS STORAGE CO.

Cor. 4th and Walnut St., S. E., CANTON, OHIO

General Merchandise, Distribution and Household Goods Storage.  
Fireproof and Non-Fireproof Buildings. Private Steel Lockers.  
Unsurpassed facilities for handling pool car and car load ship-  
ments.

RAILROAD SIDINGS  
LOGICAL DISTRIBUTOR FOR THIS SECTION

## CINCINNATI, OHIO

## Cincinnati Terminal Warehouse Co.

See our advertisement on front inside cover page.

## CINCINNATI, OHIO

## THE CINCINNATI TOBACCO WAREHOUSE COMPANY

Main Office: 7 W. Front Street  
Cincinnati, Ohio

# —STORAGE—

### POOL CAR DISTRIBUTION

Three Large Warehouses Capacity—300,000 Sq. Ft.  
Sprinkler System  
Railway Side Track Along Entire Front

The Men Who Distribute

## Ford Roofing

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## CINCINNATI, OHIO

Officers—Fred Pagels, President; Arthur Pagels, Secretary;  
R. W. Pagels, Treasurer.

## The Fred Pagels Storage Co.

Fireproof and Non-Fireproof

Business Established in 1867 and built up by

A SERVICE THAT SATISFIES

Prompt Deliveries by Motor  
Complete Transfer Facilities

Member  
of

National Furniture  
Warehousemen's  
Association  
and  
Ohio Furniture  
Warehousemen's  
Association

MAIN OFFICE

937 West 8th St.

Four blocks from  
any R. R. entering  
Cincinnati.



## CINCINNATI, OHIO

## A Good Reputation of Long Standing



Ever since distribution needs of modern caliber have been  
felt, the Panhandle Warehouses have been satisfying them.  
This long record of service rendered with satisfaction is a  
guarantee to you of the sort of treatment you may expect  
in transshipping through us. Low insurance, absence of  
trucking charges on most of our rerouting, and speed,  
are good causes for you to entrust your warehousing in-  
terests to us.

## Panhandle Storage Warehouse Cincinnati, Ohio.

J. F. Upperman, Resident Manager

## CINCINNATI, OHIO

Established 1858

We are equipped to handle carloads and less than car-  
loads for out of town firms. Warehouse on Pennsyl-  
vania Railroad. Motor Truck and Team Service.

WALLACE TRANSFER & FORWARDING CO.  
222 and 224 East Front Street

Member of American Warehousemen's Assn.,  
American Chain of Warehouses

## CINCINNATI, OHIO

## THE ZEIGLER SCHAEFER COMPANY

(Inc'P'D.)

Fireproof and Non-Fireproof Storage

Over 100,000 square feet in the heart of Cincinnati

Let Us Store, Move, Pack, Ship or Distribute Your  
Automobiles, Furniture and Merchandise

2000-2020 ELM ST.

Est. 1899

CLEVELAND, OHIO

## THE CLEVELAND STORAGE CO.

Established 1884

Offices: Guardian Building

Mercantile Storage Only

Pool Cars for Distribution  
and Reshipment

Convenient to Business and Shipping District

LOW INSURANCE RATES  
Sprinkler System3 Warehouses, Private Siding,  
C. C. C. & St. L. R. R.

CLEVELAND, OHIO

## The Knickerbocker Storage Co.

7724 Detroit Ave.

Cleveland, Ohio

## HOUSEHOLD STORAGE

Moving

Packing

Shipping

Member American Warehousemen's Assn.

CLEVELAND, OHIO

## The Curtis Bros.' Transfer Company

French, Winter and Fall Streets  
CLEVELAND, OHIO

## Mercantile Storage and General Trucking

Bulk Oil Storage  
125,000 GallonsLow Insurance  
Sprinkler SystemPrivate Siding on  
C., C., C. & St. L. R. R.Pool Cars for Distribution  
Motor Truck Service

CLEVELAND, OHIO

## THE LAKESHORE MOVING & STORAGE CO.

636 East 105th St.



Members

The Ohio Motor Truck Club

## CLEVELAND, OHIO

**Ship Your Cleveland Freight**

Direct care Gregg Cartage Co. Freight to and from Depots.  
Storage and delivery on request.

Distribution of Samples, Packages and Circulars.

**GREGG CARTAGE CO.**  
502 Prospect Fourth Bldg., CLEVELAND, OHIO

## CLEVELAND, OHIO



*Lederer Has Something  
in Store for You*

# LEDERER TERMINAL

MERCANTILE WAREHOUSES

## CLEVELAND, OHIO

## Ninth Street Terminal Warehouse Co.

1200 West Ninth St.

See our advertisement on front inside cover page.



## CLEVELAND, OHIO

*With one of our  
depositories ad-  
joining the Penn-  
sylvania Freight  
Yards, and the  
other tapping the  
Belt Line with a  
private siding, we  
can handle all in-  
coming shipments  
with dispatch.*



## The LINCOLN STORAGE Co.

Main Office: 5700 Euclid Ave., Cleveland, O.  
Depositories at 5660-5704 Euclid Ave. and  
11201 Cedar Ave.

GEO. A. RUTHERFORD, Pres.  
W. R. THOMAS, Vice-Pres.  
W. H. TURNER, Secy. and Treas.

Car load shipments to 11201 Cedar Ave., N. Y. C.  
Belt Line—L. C. L., Penna., Euclid Ave. Sta.—  
Other R. Rs. to Cleveland, O.

Member: N. F. W. A., A. W. A., and C. F. W. A.

## CLEVELAND, OHIO



## Shipments Into Cleveland Territory May Be Safely Entrusted to Neal.

Our expert workmen and unlimited equipment are always  
at the disposal of any forwarding company—ready to ren-  
der the most satisfactory service to your customers.

A. W. NEAL  
President

C. J. KISSICK  
Secretary

C. J. NEAL  
V. P. & Treas.

806 Lincoln Ave.  
Alameda, Calif

The Neal Fireproof Storage Company,  
Cleveland, Ohio.  
Att'n: Mr. Kissick:

Dear Mr. Kissick:

Just a few lines in appreciation  
for the way that our furniture arrived on  
the Coast a short time ago. Everything was  
in perfect condition, not a thing was  
scratched, or damaged in any way. The way  
that every detail was considered, both in  
packing and crating caused numerous com-  
ments on the first class workmanship which  
was shown. I was agreeably surprised to  
find each and every leg of all chairs and  
tables wrapped with such care.

You may use this letter, in any way  
that you see fit, and I will always have a  
good word for any traveler coming West, who  
has anything to ship, to arrive in A-1 shape,  
ship via Neal's.

In appreciation,  
(Sgd) C. C. MOORE

*The* **NEAL** FIREPROOF STORAGE CO.  
7208 EUCLID AVE. CLEVELAND

**SHIPMENTS  
FROM COAST  
TO COAST**



## CLEVELAND, OHIO

# THE SCOTT BROS. Fireproof Storage Co.

1838-40 East 55th Street



## MEMBERS

Cleveland Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association.

## CLEVELAND, OHIO

New Fireproof  
Warehouse  
14441  
Euclid Ave.



## THE WINDERMERE Transfer & Moving Co.

CONVENIENTLY LOCATED FOR  
EAST CLEVELAND AND  
CLEVELAND HEIGHTS SHIPMENTS

## MEMBERS

Cleveland Furniture Warehousemen's Association.  
National Furniture Warehousemen's Association.

## COLUMBUS, OHIO

# Cotterage

FOR CENTRAL STATES  
DISTRIBUTION OF MERCHANDISE

Excellent facilities for Merchandise Storage  
and Distribution.  
Service your customers will appreciate.  
In transit privileges.



The W. Lee COTTER WAREHOUSE Company

Established in 1882

Akron, Columbus, Mansfield and Toledo.  
Executive Offices at Mansfield, Ohio

Columbus Office, 32 E. Swan St.

## COLUMBUS, OHIO

Safety First

## The Fireproof Warehouse & Storage Company

1018-30 North High Street  
Columbus, Ohio

## TRANSFERRING — STORING — PACKING

We have one of the finest warehouse plants in the state; being steam heated throughout, equipped with a sprinkler system, absolutely fireproof. The cheapest rate of insurance. Located handy to all railroads, we are able to deliver the best service obtainable anywhere. We solicit your shipments to our city and assure you we will reciprocate. P. A. DOLLE, General Manager.

## Motor Truck Service

Vaults for Valuables

Private Rooms

## COLUMBUS, OHIO.

## The Merchandise Storage Company

Columbus, Ohio

General Storage &amp; Distribution

SERVICE THAT WILL SATISFY

## COLUMBUS, OHIO

## THE OHIO WAREHOUSE CO.

544-560 Park St. So., Columbus, Ohio

IN THE HEART OF OHIO

IN THE HEART OF COLUMBUS

General Storage and Distribution

## DAYTON, OHIO

## THE LINCOLN STORAGE CO.

"Fireproof"

Big 4 Private Siding

Member N. F. W. A.

313-315 EAST FIRST STREET

A. B. Compton, Vice-President and General Manager

## DAYTON, OHIO

## THE UNION STORAGE CO.

U. S. BONDED

BAINBRIDGE, BACON &amp; STATE STREETS

MERCHANDISE STORAGE TRANSFER DISTRIBUTION

## MANSFIELD, OHIO

# Cotterage

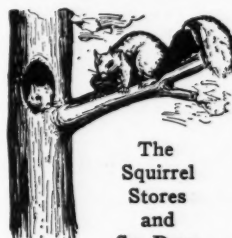
FOR CENTRAL STATES  
DISTRIBUTION OF MERCHANDISE

Fireproof Warehouse for Furniture.  
Motor Vans, Packing, Merchandise Storage and  
Distribution.



*The W. Lee* COTTER WAREHOUSE Company  
Established in 1882  
Akron, Columbus, Mansfield and Toledo  
Executive Offices at Mansfield, Ohio  
Mansfield Office, 40 W. Third St.

## SPRINGFIELD, OHIO



The  
Squirrel  
Stores  
and  
So Does

W. P. BYERMAN

Expert Movers and Packers  
of HOUSEHOLD GOODS

Citizens Transfer and  
Storage

W. P. BYERMAN

Private Siding on C. C. C. &  
St. L. R. R.



## MARION, OHIO

## MERCHANTS Transfer Company

160 McWILLIAMS COURT, MARION, OHIO

Heavy Haulage Our Specialty. General Distribu-  
tion and Storage of Merchandise. Motor Vans for  
Local and Long Distance Moving. Storage for  
Household Goods, Automobiles and Machinery.  
Packing and Shipping. Private Siding New York  
Central Lines.

MEMBER N. F. W. A.

## TOLEDO, OHIO

# Cotterage

FOR CENTRAL STATES  
DISTRIBUTION OF MERCHANDISE

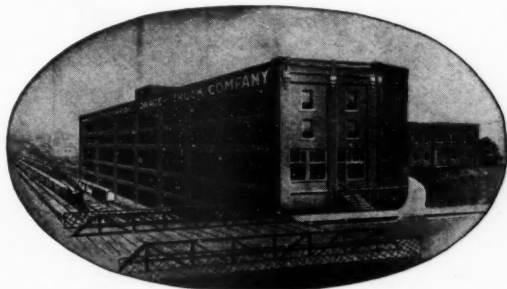
Excellent Facilities for Merchandise Storage  
and Distribution.

Service your customers will appreciate.  
Toledo is a Railroad Center.



*The W. Lee* COTTER WAREHOUSE Company  
Established in 1882  
Akron, Columbus, Mansfield and Toledo  
Executive Offices at Mansfield, Ohio  
Toledo Office—201 Cherry St.

## SPRINGFIELD, OHIO



Springfield, Ohio  
Shipments!

Bill through  
**WAGNER**  
Fireproof Storage and Truck Co.

Siding on Pennsylv-  
ania Lines. Free Switch-  
ing Tariff. Excellent  
and complete facilities  
for Pool Car Ship-  
ments.

Light and Heavy Mo-  
tor Truck Service for

City and Inter-City  
Transportation.

A warehouse service  
that embodies every  
modern facility for the  
storage and distribu-  
tion of merchandise.

## TOLEDO, OHIO



"SHIP TO TOLEDO AND  
CONSIGN TO DEPENTHAL"

We are specialists in furniture packing, local and long  
distance furniture hauling.

Storage for general merchandise and household goods.  
Connections with all railroads entering the city.

Private siding on the E. & O.  
Member of National Furniture Warehousemen's Association.

DEPENTHAL TRUCK & STORAGE CO.  
Main Office, 108 Summit Street, Toledo, Ohio

## TOLEDO, OHIO

DREW DOES IT

H. L. Drew Cartage and Storage Co.

Merchandise and household goods storage.  
Moving, Packing, Crating and Shipping

439 Huron St., Toledo, Ohio

## TOLEDO, OHIO

THE GENERAL  
FIREPROOF STORAGE CO.

651-655 STATE STREET

Household Goods Exclusively

Members: The National Furniture Warehousemen's Ass'n  
American Warehouse Association

## TOLEDO, OHIO

HOUSEHOLD GOODS EXCLUSIVELY

Established 1894

The H. C. Lee & Sons Co.

TOLEDO'S LEADING MOVERS

STORAGE

MEMBER N. F. W. A. Toledo, Ohio

## TOLEDO, OHIO

Let "RATHBUN" Do It  
**THE RATHBUN CARTAGE CO.**

195 and 197 So. St. Clair St.

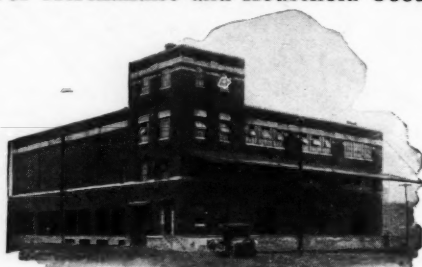
Equipment Up to 20 Tons Capacity

*Storage of Household Goods, Pianos and Merchandise*

Members Nat'l F. W. Asso.

## TOLEDO, OHIO

For Merchandise and Household Goods



**The Toledo Merchants  
Delivery & Storage Company**

Merchandise—Household Goods

**FIREPROOF STORAGE**

**SPRINKLERED**

**PRIVATE SIDING**

The Arnold Building—Nickel Plate Road  
Location—Close to Commercial Center

**EXPERT TRUCK SERVICE**

ESPECIAL ATTENTION TO DISTRIBUTION AND  
RECONSIGNMENTS OF CAR SHIPMENTS

135 Tecumseh Street, Toledo, Ohio

## TOLEDO, OHIO

**THE TOLEDO STORAGE CO.**

347-49-51-53-55 SOUTH ERIE ST.

formerly The Hassett Storage Company

Jobber's Warehouse

Forwarding—Cartage

Merchandise Storage Only

Distributing of Pool Cars

Warehouse Located on T. St. L. & W. R. R.—Nickel Plate R. R. & Car Siding

Every facility for the handling of your goods

## YOUNGSTOWN, OHIO

**THE WM. HERBERT & SON CO.**

ESTABLISHED 1887

INCORPORATED 1922

**CRATING — PACKING — MOVING**

**STORAGE**

YOUNGSTOWN, OHIO

## MUSKOGEE, OKLA.

**Muskogee Transfer & Storage Co.**

**2—Fireproof Warehouses**

Merchandise and Household Goods  
Stored—Pool Cars Distributed  
Railroad Siding.

## OKLAHOMA CITY, OKLA.



WAREHOUSE No. 2

**IN OKLAHOMA**

We are the leading warehouse specialists  
and best equipped to serve your needs.  
Rail facilities for twenty cars, fireproof  
buildings, motor truck and team service.  
An organization of experts, 30 years under  
present management.

LOWEST INSURANCE RATE IN OKLAHOMA

**O.K. TRANSFER & STORAGE CO.**

A. C. WEICKER, President

## OKMULGEE, OKLA.

**HAL GRIFFIN, THE TRANSFER MAN**

**Hauling, Storing and Shipping**

**Distribution Service**

West Third between Frisco and Okmulgee Northern R. R.

## TULSA, OKLA.

**Joe Hodges Fireproof Warehouse**

**Moving — Packing — Storage**

Mixed Cars a Specialty. Large docks for sorting. We solicit  
your shipments to our city and assure you we will reciprocate  
and guarantee prompt remittance. Located on Railroad.  
Best Service Obtainable.

## TULSA, OKLA.

**Tulsa Storage & Transfer Co.**

**Fireproof Warehouse**

Pooled car distributors—private siding "Frisco" merchandise  
and H. H. Goods—6 railroads into Tulsa—A. T. & S. F.,  
Frisco, M. V., M. K. & T., O. U. R. & S. S.



## PORTLAND, ORE.

General Warehousing  
**Storage-Distribution****Portland  
Oregon***Logical distributing point  
of the  
Pacific Northwest Territory*

## PORTLAND, ORE.

**B E K I N S**  
**FIREPROOF STORAGE**♦ **PORTLAND, ORE.** **SEATTLE, WASH.**  
Sixteenth and Sandy Blvd. Madison at Twelfth

## PORTLAND, ORE.

G. W. CUMMINGS  
PresidentJ. H. CUMMINGS  
Secretary**Northwestern Transfer Co.**Incorporated 1888  
**STORAGE - DISTRIBUTION - HAULING**  
Free Trackage All Railroads  
We Make a Specialty of Distributing Pool Cars  
Office, 64 Front Street

## PORTLAND, ORE.

**Oregon Auto Despatch**

Established 1904

**DRAYAGE AND STORAGE**

Distribution Cars a Specialty

30,000 Feet Warehouse Space

Financial Responsibility

Complete Equipment

**Office and Warehouse:**  
**200 NORTH 13th STREET**

## PORTLAND, ORE.

**Oregon Transfer Company**

474 Glisan St.

**PORTLAND, OREGON**

We have 200,000 square feet of Class A warehouse space, a complete drayage equipment and a well organized force of experienced men in all departments.

**Storage, Drayage, Distribution**

## ALLENTOWN, PA.

**Hummel Warehouse Company**

728-40 N. 15th Street

Pool Car Distribution and Forwarding.

Transfer. Storage. Railroad Siding.

Mark all shipments Lehigh Valley R. R. Delivery.

## BETHLEHEM, PA.

## ALLENTOWN, PA.

**F. G. LAZARUS****20th Century Storage**Moving, Storing, Packing, Crating, Shipping  
of Household Goods and Merchandise

Direct R. R. Siding Lehigh Valley.

## CHESTER, PA.

**Headley's****Express & Storage Co., Inc.**

General Storage

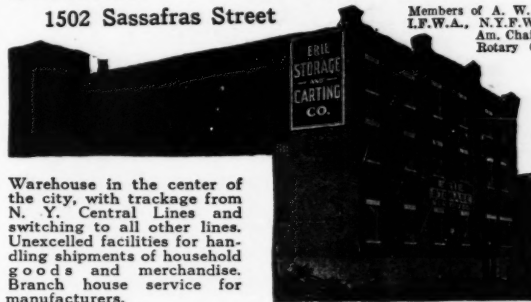
Merchandise and Household Goods

Moving, Packing and Shipping

## ERIE, PA.

**ERIE****STORAGE & CARTING COMPANY**

1502 Sassafras Street

Members of A. W. A.,  
I.F.W.A., N.Y.F.W.A.,  
Am. Chain &  
Rotary Club

Warehouse in the center of the city, with trackage from N. Y. Central Lines and switching to all other lines. Unexcelled facilities for handling shipments of household goods and merchandise. Branch house service for manufacturers.

## ERIE, PA.

**Union Storage Co. of Erie**

See our advertisement on front inside cover page.

## ERIE, PA.

**ERIE  
WAREHOUSE  
COMPANY****MERCHANDISE  
STORAGE DISTRIBUTION***"a complete and efficient service"***PRIVATE TRUCKAGE****MOTOR TRUCK FLEET**

## ERIE, PA.

**LAKE AND RAIL**

Our downtown warehouse is a modern building, fireproofed, commodious, and located in the heart of Erie's wholesale district, readily accessible to your local trade.

Our docks extend 1000 feet into one of the best harbors on the Great Lakes and have storage facilities for 800 carloads.

These unexcelled facilities make Erie and the Fort Erie Warehouses the logical place and means for rapid, convenient, profitable distribution by discriminating shippers.

## Fort Erie Warehouses & Docks Erie, Pa.

J. M. Dunkle, Resident Manager



## LANCASTER, PA.

**KEYSTONE STORAGE COMPANY**

STORAGE—DISTRIBUTORS—FORWARDERS  
Merchandise and Household Goods

MANUFACTURERS' DISTRIBUTORS MOTOR SERVICE  
Siding on P. R. R. and P. & R.

## LANCASTER, PA.

**Lancaster Storage Co.**

Lancaster, Pa.

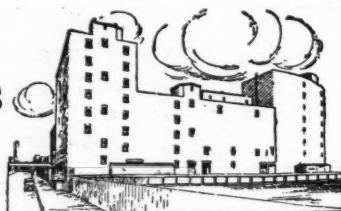
Merchandise Storage, Household Goods, Transferring, Forwarding

Manufacturer's Distributors, Carload Distribution  
Local and Long Distance Moving  
Railroad Sidings

## HARRISBURG, PA.

**POOL CARS**

Efficiently Handled



Merchandise and Household Goods Storage

**HARRISBURG STORAGE CO.**  
P. R. R. Sidings. HARRISBURG, PA.

## HARRISBURG, PA.

**The Heart of Distribution**

Carloads spotted at our doors are broken into LCL shipments via any steam line, without carting charges. There is a big saving for distributors in this feature. Trackage for twenty-four cars. Lowest insurance rates.

We are located at the very heart of one of the richest and most populous markets in the country. Get your goods into this market economically through our facilities.

## Keystone Warehouse Harrisburg, Pa.

Elmer C. Finkenbinder, Resident Manager

## HARRISBURG, PA.

**MONTGOMERY & CO.**

STORAGE WAREHOUSES

Merchandise Storage—Transferring—Forwarding

Direct Track Facilities Pool Car Distribution  
Members A.W.A. and American Chain of Warehouses

## LANCASTER, PA.

**S. S. BERTZ & CO., 226 West Lemon Street  
STORAGE WAREHOUSE**

General Merchandise Distribution

Pool Car Shipments

HOUSEHOLD GOODS STORAGE

Local and Long Distance Hauling—Direct Railroad Siding—Both  
Pennsylvania R. R. and Philadelphia & Reading  
CORRESPONDENCE SOLICITED

## NORRISTOWN, PA.

Fireproof Storage

Est. 1875

**JAMES MCGINNIS CO.**

201 E. La Fayette St.

Complete Warehouse Service—Moving, Packing, Shipping of Household Goods and Merchandise. Also serving—Conshohocken, Pottstown, Phoenixville, Lansdale, Collegeville, Pa. Send bill of lading to us.

## OIL CITY, PA.

**CARNAHAN  
Transfer and Storage**

The most reliable transfer in Venango County. Fireproof warehouse. Private rooms for furniture and pianos. General hauling. Overland hauling. Piano moving. Furniture packing a specialty.

Forwarding agents.

Members N. F. W. A.

## PHILADELPHIA, PA.

**Proprietary Medicine Warehouse**

A Specialized Service, Devoted to Medicines and Toilet Goods  
Exclusively

Twenty years experience in handling and merchandising of Proprietary Medicines and Toilet Goods assures you of the particular service these products require. Specially selected assistants provide for proper handling in every detail. This exclusive service is now being used by some of the largest manufacturers in the country.

What are your requirements? I can help solve your distribution problems.  
**WILBUR H. CROSS, 38 So. Third St., Philadelphia, Pa.**

## PHILADELPHIA, PA.

## FIDELITY Storage & Warehouse Company

Special attention given to shipments from other warehouses.

Charges collected and remitted promptly.

**1809-11-13 Market St., Phila., Pa.**

Members: N. F. W. A. and A. W. A.

## PHILADELPHIA, PA.

ESTABLISHED 1855

Phone Lombard 25-71

**Godley's Storage Warehouses**

714 S. Swanson Street (Cor. Kenilworth St.)

Philadelphia, Pa.

STORAGE FOR FREE AND U. S. CUSTOMS  
BONDED MERCHANDISETrack connections  
Pennsylvania Railroad  
Philadelphia & Reading Railroad

Mdse. Distribution. Pool Cars.

## PHILADELPHIA, PA.

HARVEY J. LUTZ

MILTON A. HILDENBRAND

**HILDENBRAND BROS.**

STORAGE, PACKING, MOVING

Broad and Cumberland Streets, Philadelphia, Pa.

Large fleet of Packard motor vans.

## PHILADELPHIA, PA.

**MILLER NORTH BROAD  
STORAGE COMPANY**

MOVING, STORAGE, PACKING, SHIPPING

Four large convenient Warehouses. Fleet of  
thirty large and small motor trucks. Stor-  
age space for household goods,  
merchandise and automobiles. Pri-  
vate Siding Penna. R. R. (An-  
gora Station). Distribu-  
tion of Pool Car  
Shipments.Main Office: BROAD ABOVE LEHIGH AVENUE  
PHILADELPHIA, PENNSYLVANIA

Members: N. F. W. A. and A. W. A.

## PHILADELPHIA, PA.

**Mr. Warehouseman**If you are interested in a big money-making  
side line which you can develop in your spare

MOVING FOR PARTICULAR PEOPLE



LEHIGH AT 21ST ST. PHONE DIA. 7900

time, let us  
know. We  
have a real  
money-maker  
for you.**The Men Who Distribute  
Keystone Wire & Steel  
Products**Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## PHILADELPHIA, PA.

**POOL CAR  
DISTRIBUTION**Railroad Sidings Motor Truck Delivery  
Freight Bills Audited**Mutual  
Transportation Co., Inc.**

Main Office:

121-123 N. Front St.

WE SOLICIT YOUR INQUIRIES

ON

L. C. L.—S. C. AND P. C. SHIPMENTS

**STORE DOOR  
DELIVERIES**

## PHILADELPHIA, PA.

**Philadelphia  
LOCAL BUSINESS**

1004-1026 Spring Garden Street

Manufacturing Distributors

Philadelphia, Germantown, Chestnut Hill,  
Camden, N. J., Frankford

## PHILADELPHIA, PA.

Wm. Rommel, Jr., Pres. and Genl. Manager

**South Jersey Warehouse Company**

1300 Pine St., Camden, N. J.

Warehouse No. 1 1300 Pine Street

Warehouse No. 2 West Jersey R. R. and Jackson St.

General Merchandise Only Warehouse Receipts Issued  
Direct Penn. R. R. Siding Pool Car Distribution  
Motor truck service for Philadelphia and South Jersey deliveries

The Men Who Distribute

**United Drug Products**  
Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index



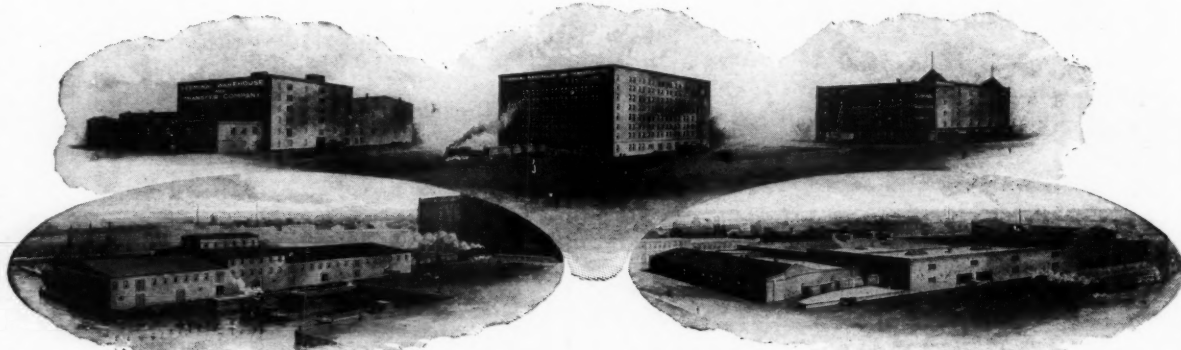
## PHILADELPHIA, PA.

**STORING — PACKING — DISTRIBUTING**

9 Warehouses  
Sea and Rail

Trackage Facilities for 43 Cars

Acres of Floor Space  
Phila. & Reading R. R. Penna. R. R.



**LOCATION**—On river front—Heart of jobbing district—Adjacent to navigation lines—Surrounding streets, wide and well paved, eliminate vehicular congestion.

**EQUIPMENT**—Thoroughly modern—Low insurance—High speed elevators—Ample delivery platforms—Fleet of motor trucks.

**FACILITIES**—Direct track connection with Penn. R. R. and Phila. and Reading permitting daily ferry or trap car service—No cartage expense on L. C. L. shipments—Warehouse receipts, considered desirable collateral, available when desired.

**PERSONNEL**—Trained to intelligently handle all merchandise.

**TERMINAL WAREHOUSE COMPANY**  
DELAWARE AVE. & FAIRMOUNT

Members—A. W. A., Distribution Service, Inc., N. F. W. A., Pa. F. W. A.



## PHILADELPHIA, PA.

Established 1903



MANUFACTURERS'  
DISTRIBUTORS

Direct delivery service throughout Philadelphia  
and Camden :: :: Correspondence solicited

*Address*

Office—5th and Byron Streets  
CAMDEN, N. J.

## PITTSBURGH, PA.

**BELMAR**

MOVING & STORAGE CO.

MAIN OFFICE AND WAREHOUSE

739-741-743 Penn Ave.

Wilkesburg, Pa.

Branch Office and Warehouse

Homewood Ave. and P. R. R., Pittsburgh, Pa.

Member National Furniture Warehousemen's Association  
Member Pennsylvania Furniture Warehousemen's Association  
*Your patronage solicited and reciprocated.*

## PHILADELPHIA, PA.

Household Effects



Fireproof Warehouse

**"A Service as Good as Its Reputation"**

**20th CENTURY STORAGE WAREHOUSE CO.**

3120 MARKET STREET

(Member—N. F. W. A. and P. F. W. A.)

## PITTSBURGH, PA.

IN  
PITTSBURGH  
IT'S

**BLANCK'S**

TRANSFER & STORAGE CO.

SINCE 1880

MOVING—PACKING—STORAGE  
BAGGAGE AND FREIGHT DELIVERY

FIREPROOF WAREHOUSE

REAL SERVICE

## PITTSBURGH, PA.

**Duquesne's Offer:  
Certain Satisfaction**

To the firm selling to wholesalers and retailers we offer quick distribution to two million consumers. Large consignments reach us at carload rates and are reshipped L. C. L. without need for or expense of trucking. One hundred cars is our track capacity; eight five-ton elevators and a careful, experienced crew of handlers assure despatch and safety.

**Duquesne Warehouse Co.  
Pittsburg, Pa.**

H. A. Bietendeufel, Superintendent.



## PITTSBURGH, PA.

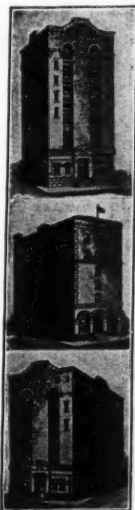
**HASLEY BROTHERS**

TRANSFER AND STORAGE

939 So. Canal St., N. S.

MOVERS, PACKERS, SHIPPERS OF HOUSEHOLD GOODS  
FIRE PROTECTED STORAGE—MEMBERS A. W. A.

## PITTSBURGH, PA.

**SERVICE TO THE  
CORRESPONDENT**

CONSISTS in giving the correspondence of those we represent prompt acknowledgment, safeguarding their interests, mailing checks in settlement of accounts, and furnishing final reports of transactions.

THIS service also includes an element of importance:—the handling of shipments upon arrival in a manner conducive to joint customer's approval, whose future business we are always eager to secure.

Ship via Pennsylvania to East Liberty Station (Pittsburgh, Pa.)

Established 1889

**HAUGH & KEENAN**  
STORAGE AND TRANSFER CO.  
CENTRE AND EUCLID AVENUES

## PITTSBURGH, PA.

**Hubert Transfer and Storage Co.**

FORMERLY

J. O'NEIL TRANSFER AND STORAGE

N. S. PITTSBURGH, PENNA.

Furniture and Piano Moving a Specialty  
General Hauling

NEW FIREPROOF STORAGE HOUSE

Separate Rooms

## PITTSBURGH, PA.

**MURDOCH**

STORAGE &amp; TRANSFER COMPANY

General Office and Warehouses

546 NEVILLE STREET  
PITTSBURGH, PA.

Branch Warehouse, Wilksburg, Pa.

Murdoch Means Service

## PITTSBURGH, PA.

Established 1910

**PITTSBURGH DISTRIBUTING CO.**

CAR-LOAD MERCHANDISE  
DISTRIBUTED AND RESHIPED  
PITTSBURGH, PA.

601 Empire Building

Tel. 1574 Smithfield

## PITTSBURGH, PA.

**SHANAHAN**

Transfer and Storage Co.

Consign Pittsburgh Shipments  
All Fireproof Warehouses

5th Ave. at McKee Place

7535 Penn Avenue

Established 1865

## READING, PA.

The Men Who Distribute

**Ritter Dental Supplies**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**Columbian Warehouse Company**

Storage, New Merchandise Exclusively.  
Modern Building, Lowest Insurance Rates.  
S. W. Cor. 5th & Laurel Sts.

## SCRANTON, PA.



## SCRANTON, PA.

Established 1894.  
"He Profits Most Who Serves Best" (Rotary)  
**The Quackenbush Warehouse Co.**  
Incorporated  
Storing, Packing, Carting.  
Shipping, R.R. Siding, Manufacturers' Distributors.  
Correspondence Solicited  
Members A. W. A. and A. O. W.  
Storage in transit privilege accorded.

## WILKES-BARRE, PA.

**WILKES-BARRE WAREHOUSING CO.**  
General Storage and Distribution  
Prompt and Efficient Service  
Milling-in-Transit and Pool Cars  
19-35 New Bennett St. Wilkes-Barre, Pa.

## WILLIAMSPORT, PA.

## Williamsport, Pennsylvania



New reinforced concrete structure just completed—  
fireproof thruout.  
Low rate of insurance.  
Penna. R. R. Siding.  
Short Haul to Penna. R. R., New York Central and  
Reading Freight Stations.

**Williamsport Storage Co., Inc.**

## PROVIDENCE, R. I.

JAMES LE BOY FOSTER, Pres. WALDEN WYMAN, Mgr.  
Rhode Island's Only Fireproof Warehouse

**BROADWAY STORAGE CO.**

Packing and Merchandise Distributors  
Merrill & Federal Streets, Providence, R. I.

## PROVIDENCE, R. I.

**CADY MOVING & STORAGE CO.**

STORAGE WAREHOUSES  
Household Furniture and Pianos  
Packing, Crating and Shipping.  
62 to 70 Dudley Street.

## PROVIDENCE, R. I.

**TERMINAL WAREHOUSE CO. OF RHODE ISLAND, Inc.**

Allen Avenue, Foot of Oxford Street on Providence River  
**PROVIDENCE, RHODE ISLAND, U. S. A.**

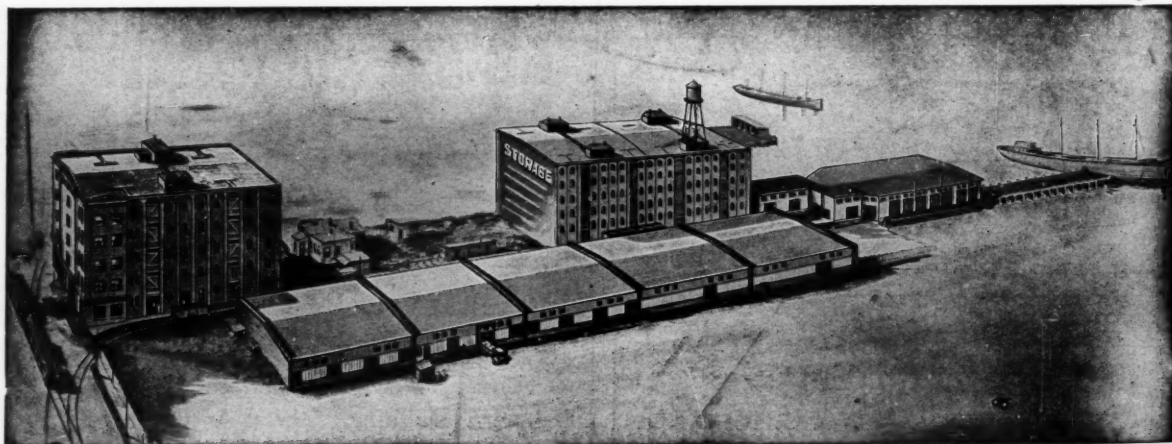
The most modern Storage Warehouses in New England, with side track capacity for 75 cars—Also several acres of yard storage

Our Location center of the Manufacturing Industries of New England. Deliveries either by Rail or Motor Trucks from our location to most any point in New England. Lowest Insurance Rates. Direct Track Connection N. Y., N. H. & H. R. R. Shipping Directions, South Providence, Rhode Island. Good Depth of Water. Weighing, Sampling and Shipping by Experts permanently employed.

WM. M. HARRIS, JR.  
Treasurer & General Mgr.

WM. A. MILLSPAUGH  
Secretary

H. E. LEAVER  
Superintendent





## CHARLESTON, S. C.

**CHARLESTON****Warehouse & Forwarding Co.**

Merchandise Storage and Distribution of Pool Cars.  
Private Tracks, Motor Truck Service.

## GREENVILLE, S. C.

**Manufacturers Warehouse Co.**

304 River Street

Merchandise Service to Manufacturers in all its branches.  
H. H. G. Shipments. S. R. R. Siding.

Members: Amer. Chain of Warehouses.

## GREENVILLE, S. C.

**GREENVILLE, S. C.**

Storage, Distributing, Moving, Service  
that satisfies

**SMITH DRAY LINE**

## ABERDEEN, S. D.

*Where the West Was*

**ABERDEEN STORAGE COMPANY**

Storage and Distribution of Merchandise and  
Household Goods

Pool Cars Promptly Handled

C. M. & St. P. Trackage Trucks and Teams

## SIOUX FALLS, S. D.

**STRAHON TRANSFER  
& STORAGE CO.**

General Warehousing  
Distribution Private Trackage  
Pool Cars a Specialty  
Bonded Warehouse  
35,000 sq. ft.  
Motor Truck and Team Service



## CHATTANOOGA, TENN.

**THE CHATTANOOGA  
TRANSFER & STORAGE CO.**

Fireproof Warehouse

Furniture Merchandise

Packed Stored Shipped

Heavy Hauling

Motor and Horse Drawn Equipment

## CHATTANOOGA, TENN.

**CHATTANOOGA****Warehouse & Cold Storage Company**

Chattanooga, Tennessee

MEMBERS: A. W. A. and AMERICAN CHAIN

Cold and General Storage  
GENERAL MERCHANDISE AND HOUSEHOLD GOODS

PACKING AND SHIPPING

Special Attention Given to Pool Car Distribution.

## CHATTANOOGA, TENN.

**CRABTREE****TRANSFER & STORAGE COMPANY, Inc.**

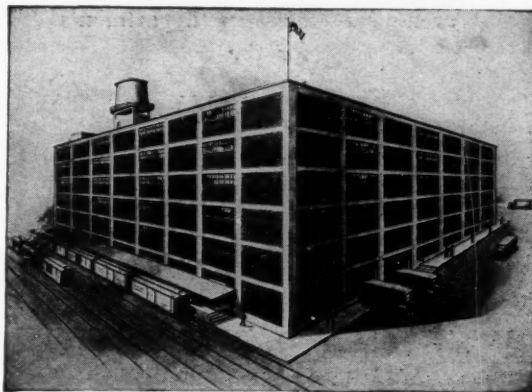
Distributors and forwarders of pool cars

**MOVING, PACKING, STORAGE**

Sprinkler system warehouse. Lowest insurance rates.

## KNOXVILLE, TENN.

**D. R. BENEDICT**  
Manager

**Knoxville Fireproof Storage Company**

612 E. Depot Street  
Knoxville, Tennessee

Only Fireproof Warehouse in Knoxville

New Building, 135,000 square feet, on  
Southern Railway tracks.  
Equipped with Automatic Sprinkler.

Insurance at 12c. per \$100.00  
per annum. Pool Cars distributed.

Household goods shipments  
solicited. Prompt remittances  
made.

## MEMBERS

American Warehousemen's Ass'n.

Central Warehousemen's Club

National Furniture Warehousemen's Ass'n.

**PROMPT AND EFFICIENT SERVICE**

## KNOXVILLE, TENN.

**C. C. SULLINS, Sales Agent**  
Warehousing, Distributing and Selling

POOL CARS A SPECIALTY

**KNOXVILLE, TENNESSEE**

Branch at 514 Scott Street, Bristol, Tenn.

## MEMPHIS, TENN.

G. S. POSTON, Pres. J. H. POSTON, Vice-Pres.  
C. W. CARTER, Secy. and Treas.  
W. H. DEARING, Assist. Secy. and Treas.

**JOHN H. POSTON  
STORAGE WAREHOUSES**

INCORPORATED

671 to 679 South Main St., on Illinois Central Railroad  
Tracks

CAPACITY 1000 CARS

Free Delivery from All Railroads on Car Lots  
Insurance Rate 25-100 of One Per Cent or \$2.50 Per  
\$1000.00 Per Annum.

No Charge for Switching To All Railroads on Car  
Lots for Competitive Points and Illinois Central Rail-  
road Local Stations.

**DISTRIBUTION A SPECIALTY  
MEMPHIS, TENN.**

## MEMPHIS, TENN.

**MEMPHIS, TENN.**

The South's most centrally located  
Distributing Center

The Home of the World's Largest Cotton  
Warehouses—operating departments  
for the

**STORAGE**  
of  
**General Merchandise**  
**Automobiles**  
and  
**POOL CAR DISTRIBUTION**

*Lowest Rates—Insurance*

## Facts Concerning Our Warehouses:

- 200 Acres Concrete Warehouses.
- All on ground floor.
- Automatically sprinkled.
- Finest fire alarm system.
- Privately policed.
- Ten miles standard railroad.
- Served by ten railroads.
- Miss. Warrior Barge Line.
- Trackage facilities, 500 cars.
- Our own Fleet Motor Trucks.

An Organization of Experienced Operatives,  
Permitting Unexcelled Service at All Times.

Information Gladly Furnished.

**Memphis Terminal Corporation**  
General Offices: 15th Floor,  
Central Bank Bldg.

Member: American Warehousemen's Ass'n

## MEMPHIS, TENN.

**Patterson Transfer Company**

Established 1856. Sprinkler System.  
Lowest Insurance Rate in the City.  
Merchandise Storage and Distribution.  
Pool Cars Distributed.

## MEMPHIS, TENN.

**IF** **???**

YOU ARE LOOKING FOR A Warehouse That Believes in  
"SERVICE FIRST" Then Get in Touch Today With  
**ROSE WAREHOUSE COMPANY, Memphis, Tenn.**

LIGHT, CLEAN STORAGE  
LOW RATE OF INSURANCE  
FREE SWITCHING SERVICE  
IN THE HEART OF THE  
FREIGHT TERMINAL  
AND JOBBING DISTRICT.

## NASHVILLE, TENN.

**NASHVILLE**

Central shipping point for all parts of  
Tennessee, Southern Kentucky, Northern  
Alabama, Mississippi and Georgia.

**BOND**

Reshipping and city deliveries from pool  
cars or warehouse stock. Free switching  
from all roads. Low insurance. Expert  
men will attend to your business promptly  
and carefully. Will be glad to refer you  
to many large and well known companies  
we are now serving.

**E. M. Bond Fireproof Storage Co.**

Members of American Warehousemen's Association, National  
Furniture Warehousemen's Association and Southern Warehouse-  
men's Association.

## AMARILLO, TEXAS

**A Modern  
Storage Warehouse**

- ¶ On the main line of the Santa Fe Ry.
  - ¶ Only 40 feet from the Santa Fe Freight and Shipping Plat-  
forms.
  - ¶ Lowest warehouse or storage insurance rates in this part of  
Texas.
  - ¶ Fifty thousand sq. ft. of floor space with brick paving on  
all three sides. On the main wholesale street of Amarillo.
- Investigation will convince you that we are the best fitted to do your WARE-  
HOUSING, DISTRIBUTING, STORAGE and TRANSFER BUSINESS in this  
section.

**AMERICAN WAREHOUSE AND STORAGE CO.**

J. H. BISHOP, Mgr.  
501-511 So. Grant St. Amarillo, Texas

DALLAS, TEXAS

# The \$5,000,000 Santa Fe Terminal Building of Dallas, Texas

Located in the  
Heart of the City

Babson says:

"The time will come when Texas will have the largest population of any State in the country. Wise are the Northern manufacturers and jobbers who are now laying their plans with this future in view."

Your requirements for the Southwest can be fulfilled in any of its four units.

## UNIT 1

Nineteen story modern model finish office building and adjoining, ten story wholesale display rooms equipped for carrying small stocks.

## UNIT 2

**BONDED PUBLIC** Warehouse occupied by **The Dallas Transfer Company**. General warehousing, distribution and pool car service. Member American Warehousemen's Association and American Chain of Warehouses. Approximately 275,000 square feet.

## UNIT 3

**Cold Storage** warehouse for perishable products—1,500,000 cubic feet capacity—Occupied by the **Southern Ice and Utilities Co.**

## UNIT 4

To be occupied by **National Distributors**. All Units connected with five submerged railroad tracks through underground tube—entirely out of the way of surface operations and interferences.

Office Building and Showroom Unit Completed Jan. 1st, 1925. Cold Storage Unit completed Sept. 1st, 1924. Bonded Storage Warehouse Unit completed July 1st, 1924.

## The Buyers' Center

[Contract for space in any of its Units by applying to:

**Dallas Transfer Company,** **Dallas**  
**Southern Ice & Utilities Company,** **Dallas**  
**Terminal Building Corporation of Dallas**



WEST ELEVATION; FOUR COMPLETE UNITS OF THE SANTA FE BUILDING  
WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING



## EL PASO, TEXAS

**R. L. Daniel Storage Co.**

Box 487, 1706 Texas, 2813 Durazno Sts.

Our hobby is the crating, packing, shipping and storing of household goods. Consign your goods to us for proper attention.  
Member, National Furniture Warehousemen's Assn.

## EL PASO, TEX.

**STORAGE  
DRAYAGE  
PACKING  
DISTRIBUTION**

Merchandise and Household Goods

**INTERNATIONAL WAREHOUSE CO.**

INC., \$200,000

**FIREPROOF—BONDED**

Members: N. F. W. A.—Tex. W. &amp; T. Ass'n

## FORT WORTH, TEXAS

**In Fort Worth  
It's Binyon-O'Keefe**

With three warehouses having a total of 250,000 square feet of floor space; with our private side and free switching to Fort Worth's eleven Trunk Line Railroads—in Fort Worth, Binyon-O'Keefe is best prepared to serve you.



**BINYON-O'KEEFE**  
Fireproof Storage Co.  
Fort Worth

Associated with Distribution Service, Inc.



## GALVESTON, TEXAS

**AMERICAN WAREHOUSE COMPANY**Merchandise Warehousing  
Pool Car Distribution

**The KEY to the  
GREAT SOUTHWESTERN MARKET**

Eastern Freight Agent, Foot of Conover St., Brooklyn, N. Y.  
Tel. Henry 3385

## GALVESTON, TEXAS

**The WILEY & NICHOLLS CO.**

GALVESTON, TEXAS

**TRANSFER AND FIRE-PROOF  
WAREHOUSES**

Pool Car Distributors

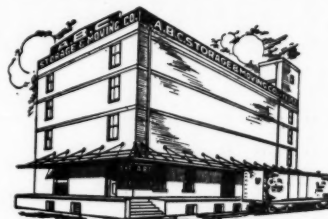
Forwarders

The Men Who Distribute

**Bon Ami**

Read **DISTRIBUTION & WAREHOUSING**  
and consult the Shippers' Index

## HOUSTON, TEXAS

**A·B·C· STORAGE AND  
MOVING CO., Inc.****"It's Fireproof"**

Houston, Texas

Edw. T. Keough, Gen. Mgr.

**Right in the  
Center  
of Houston**

**Ideal for the  
DISTRIBUTION  
of  
MERCHANDISE  
and  
HOUSEHOLD  
GOODS**

## HOUSTON, TEXAS

DO YOU WANT MONEY ON YOUR GOODS?

**Commercial Warehouse****"handlers no-related goods"**

is bonded by State of Texas and is in position to issue NEGOTIABLE WAREHOUSE RECEIPTS that will enable owner to borrow money from any bank; on merchandise deposited here. There's no charge made for this

And remember depositor receives our personal attention, SERVICE SUPERIOR with his interest looked after at all times. These services cost no more than ordinary warehousing, why stock elsewhere?

**D. S. CAGE COMPANY**

Lessees Commercial Warehouse HOUSTON, TEXAS

## HOUSTON, TEXAS

**ONE OF SOUTHWEST'S LARGEST MODERN  
FIREPROOF BONDED WAREHOUSES**

*Facilities for handling all kinds of Mer-  
chandise with accuracy and promptness.*

**NATIONAL Warehouse and  
Distributing Co.**

**KOPPEL AND WASCHER, Propr's**

P. O. Box 1754

Houston, Tex.

Warehouses contain 72,500 sq. ft. space. Brick construction. Sprinkler system assures you a lower rate of insurance.

## HOUSTON, TEXAS

**U N I O N  
TRANSFER & STORAGE CO.**

Successors to

**Binyon O'Keefe Fireproof Storage Co.**

Pool Cars Distributed

**MERCHANDISE STORAGE  
FIREPROOF WAREHOUSE**

**SERVICE THAT COUNTS**

## HOUSTON, TEXAS

IN  
HOUSTON  
**WESTHEIMER'S**  
FOR HOUSEHOLD GOODS AND  
MERCANTILE STORAGE  
DISTRIBUTION

FIREPROOF WAREHOUSES  
RAIL FACILITIES—20 CARS  
ELECTRIC CRANE  
YARD STORAGE

Investment—\$300,000.00

## References

Dun or Bradstreet Agency  
All Local Banks  
And Best of All  
Forty Years in Houston

**WESTHEIMER WAREHOUSE COMPANY**  
HOUSTON, TEXAS

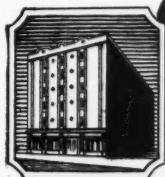
## SAN ANTONIO, TEXAS

Territory—Southwest Texas and Mexico  
**MERCHANTS TRANSFER COMPANY**  
BANKERS OF MERCHANDISE  
Warehousing and Distribution  
Household Goods—General Storage—Pool Cars  
Branch House Facilities—Bonded

## SAN ANTONIO, TEXAS

**MUEGGE-JENULL WAREHOUSE CO.**  
Distributing Storage Forwarding  
Give us a chance to demonstrate our service.  
Reference Any Bank in San Antonio.  
Bonded, Fireproof, Reliable, Dependable Service.

## SAN ANTONIO, TEXAS



**General Warehousing  
and Distribution**

CAPACITY  
1,250,000 CU. FT.

THE HOUSE OF SECURITY—Member four leading associations!

Write for  
freight tariff  
to all points in  
San Antonio  
territory

**SCOBEE**  
FIREPROOF  
**STORAGE**

San Antonio, Texas

## TEXARKANA, TEXAS

**HUNTER TRANSFER CO.**  
TEXARKANA, ARK.

Established 1882  
DISTRIBUTOR OF  
POOL CARS STORAGE  
TRUCKING MOVING

## TYLER, TEXAS

**Tyler Warehouse and Storage Company**  
Bonded under the Laws of Texas

General Storage and Distribution from the Center of East  
Texas. Specializing in Pool Cars Merchandise.

## VICTORIA, TEXAS

**GULF COAST**  
DISTRIBUTION & WAREHOUSING  
A PERSONAL INTEREST SERVICE  
Warehouses at Victoria, Cuero, and Shiner, Texas.  
Victoria Compress & Whse. Co. VICTORIA  
TEXAS

## SALT LAKE CITY, UTAH

**Merchandise Storage and Distribution**  
Over 1,000,000 Cubic Feet Re-enforced Concrete,  
Sprinklered Space  
Insurance Rate Only 18 Cents  
**Jennings-Cornwall Warehouse Co.**

## NORFOLK, VA.

**BELL STORAGE WAREHOUSE CORP.**  
Monticello Ave., 22nd St., N. & W. R. R.  
Merchandise and Household Goods  
Pool Car Distribution

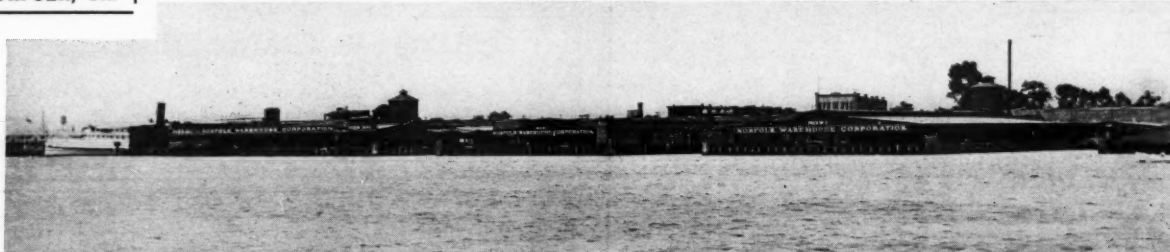
The Men Who Distribute

**Climalene**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

**ADVERTISING**  
Doesn't Jerk — it  
Pulls—a Steady Pull.  
Every ad Goes to Confirm  
the one Before it—to  
Strengthen the One That  
is to Follow and There's  
No Waste of Effort or  
Money. The Stayer Wins  
Every time.

NORFOLK, VA.



## Storage and Distribution OF Merchandise and Automobiles

Direct Rail Connection with  
all roads entering Norfolk.  
Sprinkler System Thruout.  
Low Insurance Rates.  
Trap Car Service.

Pool Car Distribution.  
2,000 feet of Wharfage.  
Deep Water Slips.  
Within One Mile of Jobbing District.



A spot stock in Norfolk receives more economical and efficient distribution to Virginia and North Carolina than from any other center.

Member: American Warehousemen's Association  
Distribution Service, Inc.



**NORFOLK WAREHOUSE CORP'N.**  
**NORFOLK VIRGINIA**

PETERSBURG, VA.  
HOPEWELL, VA.

**SOUTHERN**  
**BONDED WAREHOUSE**  
Distributors—Fireproof Storage

RICHMOND, VA.

Virginia Bonded Warehouse Corporation  
1707 East Cary Street  
Distribution and Forwarding of General Merchandise Only  
Largest Warehouses in South Southern R. R. Siding  
175,000 sq. ft. Insurance Rate 25c. per \$100 per year  
Members American Warehousemen's Association

SEATTLE, WASH.

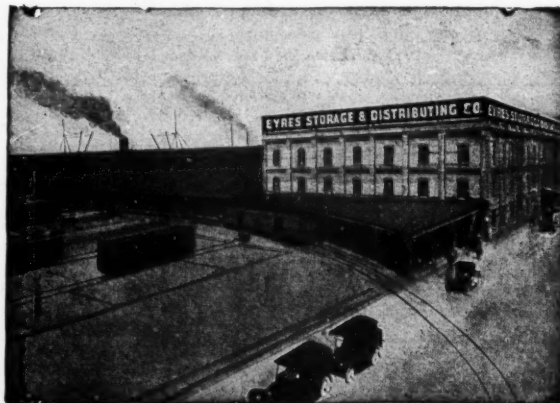
**B E K I N S**  
**FIREPROOF STORAGE**  
SEATTLE, WASH. PORTLAND, ORE.  
Madison at Twelfth Sixteenth and Sandy Blvd.

If Your City Isn't  
Represented Here

Put it on the shippers' map by  
inserting your card in this space.

SEATTLE, WASH.

**EYRES STORAGE and DISTRIBUTING CO.**



Established 1889  
Incorporated 1904  
Free & Bonded  
**Warehouses**  
Seattle, Wash.



GENERAL MERCHANDISE STORAGE  
MACHINERY STORAGE  
HOUSEHOLD GOODS STORAGE  
POOL CAR DISTRIBUTIONS  
OPERATING 30 TEAMS, 24 AUTOS  
SERVICE OUR MOTTO



SEATTLE, WASH.

**FALES WAREHOUSE**

1018-1020 Fourth Ave. South

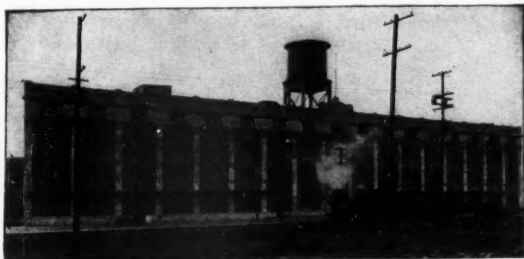
General Storage—Distribution—  
Household Goods

We own our own property—investment \$150,000.00—  
75,000 square feet floor space—28c insurance rate—  
trackage—central business location—Class A ware-  
house—Good offices for brokers—complete and responsi-  
ble service including drayage at MODERATE RATES.

SEATTLE, WASH.

**PORT OF SEATTLE**

OPERATES

THE FINEST WATERSIDE  
WAREHOUSES ON THE  
PACIFIC COAST

View of Four Story Concrete Waterside Warehouse at the Stacy St. Terminal

WHERE RAIL and WATER MEET.

General storage for all classes of merchandise.  
Cold storage for all classes of perishable cargo.

For Rates and full information  
Write Traffic Dept.—Port of Seattle, Seattle, Wash-  
ington.

SEATTLE, WASH.

L. X. Coder, Pres. R. B. Mitchell, Sec'y.

**SYSTEM  
INC.  
DELIVERY CO.**

Pool Car Distributors  
Merchandise Storage  
Fireproof Warehouse

**"For Service—Ship to System"****SEATTLE, WASH.**

Member National Delivery Assn.

SEATTLE, WASH.

Established  
1905**TAYLOR-EDWARDS**

Warehouse and Transfer Co., Inc.

1518 First Ave. So.

Warehouseman Distributors and Forwarders  
of

Merchandise, Machinery  
Furniture and Household Goods

Consign Your Cars to Us and Receive a  
High Class Service at a Minimum Cost.

Lowest Insurance Rates in the City

SEATTLE, WASH.

**UNITED WAREHOUSE CO.  
SEATTLE, WASH.**

Established 1895

Incorporated 1900

GENERAL STORAGE AND DISTRIBUTING

U. S. CUSTOMS BONDED STORAGE

RAIL CONNECTION WITH ALL ROADS

SPOKANE, WASH.

**CATER TRANSFER & STORAGE CO.**

121 So. Madison St.

Merchandise of all classes, Household Goods, Pianos and Auto-  
mobiles, Warehoused and Distributed thru the most accessible  
and centrally situated warehouse in Spokane. Located on North-  
ern Pacific Tracks.

The Men Who Distribute

**Porter Screens**

Read DISTRIBUTION & WAREHOUSING  
and consult the Shippers' Index

## TACOMA, WASH.

**WE OWN BOTH WAREHOUSES**

Established 22 years in Tacoma—and know how to handle your requirements

Storage (bonded and free) Merchandise and H. H. Goods  
Moving and Packing by Experts C. L. & L. C. L. Distribution  
Collections Remitted Promptly We Solicit Your Business  
CORNER PACIFIC AVE. AND 19th.

## TACOMA, WASH.

# Pacific

Storage & Transfer Co.

Warehousemen  
Merchandise and Furniture  
Distributors and Forwarders



Our Motto Is  
**SERVICE**  
Speed—Accuracy—Satisfaction

Ship Your Pool Cars in Our Care



## YAKIMA, WASH.

**Miller-Callison Storage & Transfer Co.**

DISTRIBUTORS and FORWARDERS, PACKERS, SHIPPERS and MOVERS  
**TRANSFER—STORAGE—WAREHOUSING**

Motor Trucks and Team Equipment for All and Every Kind of Hauling.  
SHIP IN OUR CARE and let us be "At your service with best of service."

228 So. 1st St. Phone 571  
AUTOMOBILE AND TRUCK STORAGE

## CHARLESTON, WEST VA.

**MATHEWS STORAGE WAREHOUSES**

Distribution & Warehousing

Five Warehouses—Motor Truck Service.

Direct Railway Siding—connecting with NYC, C&O,  
B&O and Virginian Rys.

Members: A. W. A.—N. F. W. A.—A. G. W.

## MILWAUKEE, WIS.

**HANSEN STORAGE COMPANY**

Capital \$1,000,000.00

MILWAUKEE, WISCONSIN

WE CAN SOLVE YOUR PROBLEMS IN  
STORAGE AND DISTRIBUTION  
OF MERCHANDISE

15 WAREHOUSES—50-CAR SIDE TRACK  
850-FOOT DOCK

MEMBER—AMERICAN CHAIN OF WAREHOUSES,  
AMERICAN WAREHOUSEMEN'S ASSOCIATION,  
CENTRAL WAREHOUSEMEN'S CLUB

## MILWAUKEE, WIS.

**LINCOLN  
FIREPROOF WAREHOUSE CO.**

322-332 Third Street, Milwaukee, Wis.

Direct Trackage into Warehouse. Carlot Distribution.  
City and Interurban Delivery of Mdse. and Household  
Goods. We remit upon receipt of bill of lading.

## MILWAUKEE, WIS.

**For the Greatest Satisfaction**

To both yourselves and your customers  
consign your Milwaukee shipments to

**United Fire Proof  
Warehouse Co.**

392 Prospect Ave., Milwaukee, Wis.



Good service  
built this  
new fire proof  
warehouse.

## OSHKOSH, WIS.

**Oshkosh Storage Company**

General Storage—Re-Consigning

Distributing—Forwarding

Prompt and Efficient Service

Private Siding—Free Switching

Oshkosh is the Metropolis of the Fox River Valley  
and the best distributing point in Wisconsin.

We solicit your valued shipments which will receive  
our prompt and careful attention.

Members: American Warehousemen's Association  
Nat'l Furniture Warehousemen's Ass'n

## SUPERIOR, WIS.

**HART TRANSFER &  
STORAGE COMPANY**

PACKING, STORAGE, SHIPPING

Largest Padded Vans in the City

Private Switch—No Switching Charge

Freight, baggage and express transfer. Furniture packing and moving. Light  
and heavy hauling, private locked rooms, heated piano and painting rooms.  
Advanced charges remitted instantly. Reciprocity at every opportunity.

POOL CARS DISTRIBUTED

1716 BROADWAY

**HAMILTON, CAN.**

**CENTRAL DISTRIBUTING  
POINT.**

**HAMILTON**

**THE GATEWAY  
TO CANADA**

Store and Distribute through  
**The Glasgow Storage & Cartage Co.**  
 (Established 1887)  
 (In the Heart of the Wholesale District)  
 LICENSED CUSTOMS BROKERS AND FORWARDERS

**HAMILTON, CANADA**

Quickest Delivery—Least Expense  
 Distribute Canadian Consignments Through  
**Hamilton Terminal Warehouses, Ltd.**  
 Hamilton, Ontario, where Freight Rates Break  
 Private Siding, All Railroad Connections

**WINNIPEG, CAN.**

INSURANCE 30 CENTS

**Boulton's**

**STORAGE**

230 PRINCESS ST. WINNIPEG

**HONOLULU, HAWAII**

When Shipping Goods to

**HONOLULU**

consign to us and the same will be given our best attention. Modern Concrete Warehouses. Collections promptly remitted. Correspondence solicited.

**CITY TRANSFER COMPANY**

Cable Address:  
 LOVERINO, HONOLULU

# Distribution & Warehousing

is the

**Connecting Link**

between the

**Shipper and the Warehouseman**

It serves each to the benefit of both.

Many big, nationally known business houses subscribe for several copies each so that all the men who handle their distribution and shipping may benefit by reading it regularly. It costs but \$2.00 a year.

**Distribution & Warehousing**

239 West 39th Street

New York



# MORE THAN 700 WISE WAREHOUSEMEN ADVERTISED

In Last Year's Warehouse Directory Issue of Distribution & Warehousing—and more than 800 Will Advertise in the

## 1925 WAREHOUSE DIRECTORY ISSUE

Will You Be Among Them?

### What These Men Say—Others Say Also

By publishing this Directory you are rendering a real service to the industry and are entitled to and should receive the co-operation and support of all the furniture warehousemen of the country.—C. A. Aspinwall, Pres., Security Storage Co., Washington, D. C.

We would not think of making a new warehouse connection without first considering your Directory.—C. G. Yates, Traffic Mgr., The Vick Co.

The Directory of Distribution & Warehousing is used on an average of four or five times a day in our office and we believe every up-to-date warehouseman should not only have a copy but take advantage of advertising space afforded therein.—J. W. Glenn, O. J. Glenn & Son, Buffalo, N. Y.

The writer keeps your Annual Directory on his desk at all times and refers to it every few days. In fact, we are now extending our warehousing operations every little while to new fields and whenever this is done, we,

of course, consult your Directory for the names of reputable warehousemen.—W. W. Barnes, Traffic Manager, Beech-Nut Packing Co.

We make use of it in reaching a decision in regard to the placing of new warehouse accounts.—Jas. J. Sinnott, Distribution Manager, F. F. Dalley Co., Inc., Hamilton, Canada.

Wish to say that the Annual Directory published by your company has proved invaluable to us.—W. H. Thompson, The Proctor & Gamble Distributing Co., Cincinnati, O.

This Directory has served us on a considerable number of occasions during the past year. A Directory such as yours is certainly of value to a user of public warehouses.—J. A. Gerlin, The Bon Ami Co., New York City.

We have just shipped a carload of household goods from our warehouse, consigning the same to one of your advertisers.—K. M. Wald, Pres., Wald Transfer & Storage Co., Houston, Texas.

### When Thousands of

### MANUFACTURERS and WAREHOUSEMEN

like these use the directory to make shipments, how can you Mr. Warehouseman afford not to make your plant the outstanding institution in your community?

IT PAYS WAREHOUSEMEN TO ADVERTISE IN

## DISTRIBUTION & WAREHOUSING

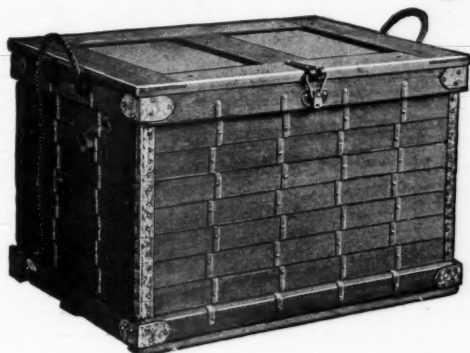
If you haven't sent in your advertisement for this next WAREHOUSE DIRECTORY ISSUE,—published only once each year—Do it now. Forms close December 10th.

### DISTRIBUTION & WAREHOUSING

239 WEST 39th ST.

NEW YORK CITY

## Baskets for Moving



Sizes—4, 6, 8 and 10 Bushel

*With or Without Covers*

We manufacture a full line of  
STORAGE HOUSE AND VAN SUPPLIES,  
TWINE, ROPE, ETC.

Write for Catalogue No. 10

**WM. A. IDEN CO.**

564 Washington Blvd. Chicago, Ill.



Storage Warehouses Safe,  
from Pesky Moth,  
Where  
White Tar Paper and  
Naphthalene, Are Used

**The White Tar Company**

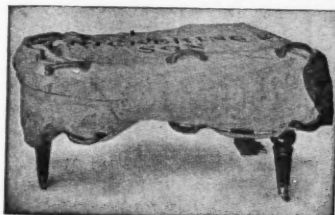
56 VESEY ST., NEW YORK CITY

—Manufacturers Also of—

Moth Proof Bags—Various Sizes  
Cedar Paper  
White Tar Moth Spray  
Moth Balls, Crystals  
Powder and Blocks



If You Move or Handle Pianos—  
Acquaint Yourself—by All Means—With  
**The Breen Grand Piano Cover**



"The Only One  
of Its Quality  
on the Market"

Send for cata-  
logue on Piano  
Movers' Sup-  
plies. We also  
make Water-  
proof Motor  
Truck and  
Wagon Covers.

**WM. H. BREEN**

219-231 Rutherford Ave., Charlestown, Mass.  
It Can't Scratch If It's Properly Covered



## Dividends from Dirt

Remove the dirt from your custom-  
ers' rugs and put dividends in your  
pockets. The Connersville vacuum-  
shampoo process is being used in  
over a thousand plants.

**CONNERSVILLE**  
Rug Cleaning  
EQUIPMENT

**United Vacuum Appliance Corp.**  
Dept I, Connersville, Ind.

## "Iron Horse" Brand Furniture Van Pads



Foremost in Quality,  
Workmanship and  
Strength

The Most Economical  
From Every Standpoint

**A. L. REACH TEXTILE COMPANY**

Office and Factory:  
19-21-23 West 18th Street, New York, N. Y.

# MORE THAN 700 WISE WAREHOUSEMEN ADVERTISED

In Last Year's Warehouse Directory Issue of Distribution & Warehousing—and more than 800 Will Advertise in the

## 1925 WAREHOUSE DIRECTORY ISSUE

Will You Be Among Them?

### What These Men Say—Others Say Also

By publishing this Directory you are rendering a real service to the industry and are entitled to and should receive the co-operation and support of all the furniture warehousemen of the country.—C. A. Aspinwall, Pres., Security Storage Co., Washington, D. C.

We would not think of making a new warehouse connection without first considering your Directory.—C. G. Yates, Traffic Mgr., The Vick Co.

The Directory of Distribution & Warehousing is used on an average of four or five times a day in our office and we believe every up-to-date warehouseman should not only have a copy but take advantage of advertising space afforded therein.—J. W. Glenn, O. J. Glenn & Son, Buffalo, N. Y.

The writer keeps your Annual Directory on his desk at all times and refers to it every few days. In fact, we are now extending our warehousing operations every little while to new fields and whenever this is done, we,

of course, consult your Directory for the names of reputable warehousemen.—W. W. Barnes, Traffic Manager, Beech-Nut Packing Co.

We make use of it in reaching a decision in regard to the placing of new warehouse accounts.—Jas. J. Sinnott, Distribution Manager, F. F. Dalley Co., Inc., Hamilton, Canada.

Wish to say that the Annual Directory published by your company has proved invaluable to us.—W. H. Thompson, The Proctor & Gamble Distributing Co., Cincinnati, O.

This Directory has served us on a considerable number of occasions during the past year. A Directory such as yours is certainly of value to a user of public warehouses.—J. A. Gerlin, The Bon Ami Co., New York City.

We have just shipped a carload of household goods from our warehouse, consigning the same to one of your advertisers.—K. M. Wald, Pres., Wald Transfer & Storage Co., Houston, Texas.

### When Thousands of

### MANUFACTURERS and WAREHOUSEMEN

like these use the directory to make shipments, how can you Mr. Warehouseman afford not to make your plant the outstanding institution in your community?

IT PAYS WAREHOUSEMEN TO ADVERTISE IN

## DISTRIBUTION & WAREHOUSING

If you haven't sent in your advertisement for this next WAREHOUSE DIRECTORY ISSUE,—published only once each year—Do it now. Forms close December 10th.

### DISTRIBUTION & WAREHOUSING

239 WEST 39th ST.

NEW YORK CITY



## Baskets for Moving



Sizes—4, 6, 8 and 10 Bushel

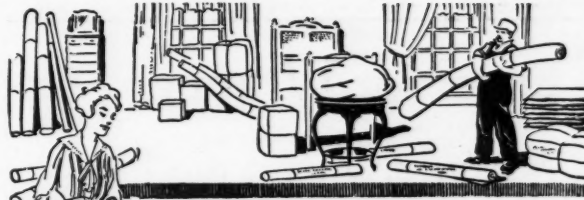
With or Without Covers

We manufacture a full line of  
STORAGE HOUSE AND VAN SUPPLIES,  
TWINE, ROPE, ETC.

Write for Catalogue No. 10

**WM. A. IDEN CO.**

564 Washington Blvd. Chicago, Ill.



Storage Warehouses Safe,  
from Pesky Moth,  
Where

White Tar Paper and  
Naphthalene, Are Used

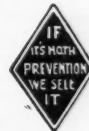
**The White Tar Company**

56 VESEY ST., NEW YORK CITY

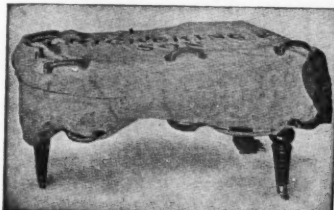
—Manufacturers Also of—

Moth Proof Bags—Various Sizes  
Cedar Paper

White Tar Moth Spray  
Moth Balls, Crystals  
Powder and Blocks



## If You Move or Handle Pianos— Acquaint Yourself—by All Means—With The Breen Grand Piano Cover



"The Only One  
of Its Quality  
on the Market"

Send for cata-  
logue on Piano  
Movers' Sup-  
plies. We also  
make Water-  
proof Motor  
Truck and  
Wagon Covers.

**WM. H. BREEN**

219-231 Rutherford Ave., Charlestown, Mass.  
It Can't Scratch If It's Properly Covered



## Dividends from Dirt

Remove the dirt from your custom-  
ers' rugs and put dividends in your  
pockets. The Connersville vacuum-  
shampoo process is being used in  
over a thousand plants.

**CONNERSVILLE**  
Rug Cleaning  
EQUIPMENT

**United Vacuum Appliance Corp.**  
Dept I, Connersville, Ind.

## "Iron Horse" Brand Furniture Van Pads



TRADE MARK REG. U. S. PAT. OFFICE

Foremost in Quality,  
Workmanship and  
Strength

The Most Economical  
From Every Standpoint

**A. L. REACH TEXTILE COMPANY**

Office and Factory:  
19-21-23 West 18th Street, New York, N. Y.

## Excelsior Wrapper Co.

MANUFACTURERS OF  
**EXCELSIOR PACKING PADS**  
**BALED EXCELSIOR**  
**WOOD WOOL**

CHICAGO OFFICE: 224 W. KINZIE ST.  
 FACTORIES: Sheboygan, Wis.; Grand Rapids, Mich.  
 Metropolitan District Served by  
 Boston Excelsior Co., 560 W. 29th St., New York City



### VULCAN "ALL-STEEL" FIRE DOORS

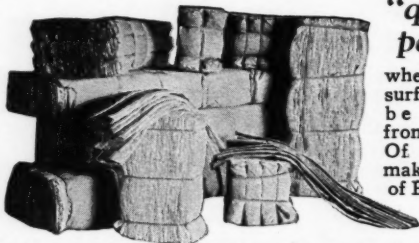
Universally Used  
in All Modern  
Fireproof  
Warehouses

Approved by  
Underwriters

Details and Prices  
on Request.

VULCAN RAIL & CONSTRUCTION CO.  
Grand St. and Garrison Ave., Maspeth, N. Y.

### Try Wood Wool Pads on "quality" packing—



when polished  
surfaces must  
be immune  
from scratches.  
Of course, we  
make all sizes  
of Excelsior  
Pads, too.

Packing  
Pad  
Head-  
quarters

**H. W. Selle & Co.**

1000-1020 N. Halsted St., Chicago

Twelve  
Branches

## Baled Excelsior Excelsior Packing Pads Wood Wool

**DU PRE** *Manufacturing Co.*  
Atlanta, Ga.

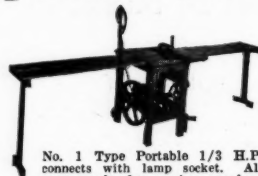
## FURNITURE

# PADS

Strongly sewed, thickly and evenly padded, covered with durable O. D. canvas. Immediate shipment from stock.

**FULTON BAG & COTTON MILLS, Inc.**  
330 WYTHE AVE. Estab. 1870 **BROOKLYN, N. Y.**  
Atlanta Dallas St. Louis New Orleans Minneapolis

### [BETTER THAN EVER Unapproachable in Usefulness



No. 1 Type Portable 1/3 H.P. connects with lamp socket. Always ready for service anywhere in plant or out on the job.  
No. 2 Type for the Packing Room—3 Phase 1/2 H.P.

**Neal Handy Saw**  
with 10 inch Saw 1/4 or 1/2 H.P. motor is without question one of the greatest time and labor saving devices ever offered to warehousemen.

Nothing like it on the market. Developed and refined by a warehouseman to fit your needs.

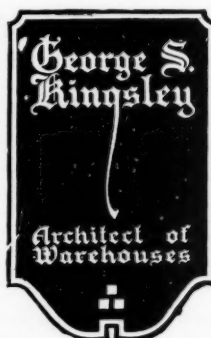
Sent on basis of satisfaction or return at our expense.

Write today for prices and trial offer.

### THE NEAL HANDY SAW

7208 Euclid Ave.

Cleveland, O.



### Your New Warehouse

Twenty-nine years of specialization in designing, construction and personal supervision of warehouse building.

Some clients have eight units all Kingsley built.

### GEO. S. KINGSLEY

1452 Broadway 109 No. Dearborn St.  
New York City Chicago, Ill.



### Is All You Sell

Make it perfect. Use Service Steel Rack. Preserve pile of rugs, make each accessible. Conserve space. Promote cleanliness and resist fire and vermin. Adjustable shelves. Can be set up by your own men. Add units as business grows. Send sketch of rug room. Our engineer will send layout and moderate estimate. Ask today.

### SERVICE STEEL PRODUCTS CO.

914 WEST NORTH AVENUE

Chicago, Ill.

# The Broadcaster

A Department that will Find What You Want

## INFORMATION

**Six cents a word** is the rate for all undisplayed advertisements set solid, regular want ad style; all capitals, 9c. a word; all capitals leaded, 12c. a word; minimum charge \$1 an insertion; payable in advance (see next paragraph).

**Ten per cent discount** if one payment is made in advance for four or more consecutive insertions. Advertisements other than "Positions Wanted" will be billed monthly if run more than four times.

**Add five words** for address if replies are to come to a box number address at any of our offices. These replies are forwarded each day as received, in new envelopes, at no extra charge.

**Refund will be made** if all insertions ordered are not needed, the amount refunded being the difference between cost of insertions given and full amount paid.

**Telephone orders** must be confirmed in writing same day. No allowances can be made for errors of any kind unless prompt notification is sent us.

**When replying** to blind ads be careful to put on your envelope the correct box number and do not enclose original letters of recommendation—send copies.

**Displayed advertisements** are sold by the inch. Rates will be furnished upon application.

**The right is reserved** to refuse any advertisement and also to rewrite and edit copy furnished whenever the publishers consider it advisable to do this.

THE BROADCASTER  
THE CLASS JOURNAL COMPANY  
289 W. 39th St., New York  
5, S. Wabash Ave., Chicago

## BUSINESS OPPORTUNITY

**Paying Business For Sale**  
RECOGNIZED Storage and Transfer Business on United States-Mexico Border. Has big future. Oil and coal fields within thirty miles. State bonded warehouses. White Trucks. No competition. Ill-health only reason for selling. Will deal direct only, no commissions. P.O. Drawer 406, Laredo, Texas.

**Lifters, Pilers, and Racks**  
Ask About  
**THE TELESCOPIC**  
ECONOMY ENGINEERING CO.  
2679 W. Van Buren St.  
Chicago, Ill.

### McKinney-Harrington Curved Conveyor

Used but two years, in excellent condition. 31' 10" long, 24½" wide. Powered with 3 H.P. electric motor. Bargain.

THE MASTER BUILDERS COMPANY  
Cleveland, Ohio

### SIMPLEX TIME RECORDER

will give you a printed record of the time of the arrival and departure of every truck and driver. Your men and trucks would get around on time. It will pay for itself in from one to three months.

SIMPLEX TIME RECORDER  
Gardner Mass.

### Stevenson Cold Storage Door Company

CHESTER, PENNA.

Doors that cannot stand open  
and other kinds that can

### IDEAL

Stencil Cutting Machines,  
Stencil Board, Stencil Inks,  
Fountain Brushes, Marking Pots.  
IDEAL STENCIL MACHINE COMPANY  
BELLEVILLE ILLINOIS



### KILL RATS NEW WAY

In France the World's greatest laboratory has discovered a germ that kills rats and mice by science. Absolutely safe. Cannot harm human beings or de-cleers warehouses and other buildings. No offensive Danysz Virus.

### Free Book

Get our free book on rats and mice, telling about VIRUS and how to get some.

A. B. VIRUS, Ltd.

121 W. 15th Street, New York

### Hi/Lo TRUCTOR

The Electric Transporter and Stacker. Handles any load up to 8000 pounds three times as fast as by hand. Places load 6 feet above floor.

Request Bulletin 457

The Elwell-Parker Electric Co., Cleveland, O.



### Convey and Pile Mechanically

BAGS  
BOXES

BALES  
ETC.

### CONVEYORS

Write for Catalog

PORTABLE MACHINERY CO. Passaic, N. J.



Reynolds  
Trucks  
Lansing-Co.  
Lansing  
Mich.

### WARREN TRAILERS

THE WARREN MANUFACTURING CO. - SPRINGFIELD, MASS

### CASTERS

For All Purposes

Double Wheel and Single Wheel  
Swivel and Rigid

THE HAMILTON CASTER & MFG. CO.,  
Hamilton, Ohio

### Tarpaulins and Canvas Covers

Quality and Service  
at Reasonable Prices

Send for Samples and Prices

ARTHUR F. SMITH CO., INC.

Department B

139 Spring St., New York, N. Y.

## Mr. Warehouseman—

What have you that you want to sell  
And what is it you want to buy

This department of Distribution & Warehousing is designed for your use, to sell or to buy, anything and everything, that can be sold to or bought from other warehousemen and manufacturers that use this publication.

## It Broadcasts your wants

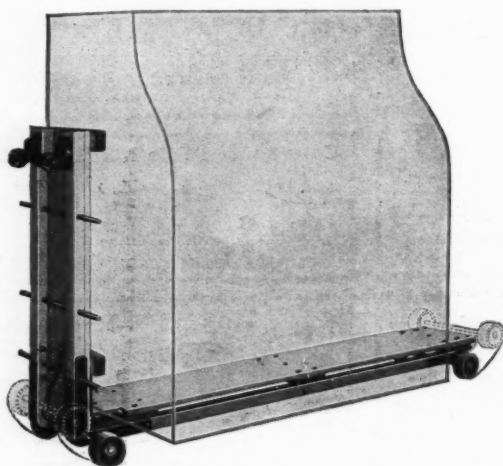
at a nominal expense, from coast to coast and from Canada to Mexico. The undisplayed rates for this kind of advertising are quoted above and we know that old equipment can be turned into ready cash or likewise a worthwhile saving in the purchase of equipment or supplies may be had if you will

## Broadcast your wants

Stop and think how you can use the next issue to an advantage—then send us your copy—we will do the rest.



# The SKID Truck



Our SKID Truck is made of hard wood, with polished steel soles, well bolted together, (no screws).

The solid steel frame holding the wheels, throws in and out of place.

When either end of truck is raised, a spring catch holds the rear wheels in place when used as a slide.

To insure easy moving the wheels are 4" in diameter and 2" face. Caster wheels have  $2\frac{3}{8}$ " diameter.

Sliding handles.

Pad blocks are padded with heavy felt, and covered with carpet.

Write for prices.

**SELF-LIFTING PIANO TRUCK CO.**

Findlay, Ohio

## INDEX TO GENERAL ADVERTISERS

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

<b>A</b>	
Autocar Co. ....	37
Automotive Garment Co. ....	43
<b>B</b>	
Breen, W. H. ....	113
Broadcaster ....	115
<b>D</b>	
Dupre Manufacturing Co. ....	114
<b>E</b>	
Excelsior Wrapper Co. ....	114
<b>F</b>	
Federal Motor Truck Co. ....	Front Cover
Ford Motor Co. ....	6
Fulton Bag & Cotton Mills. ....	114
<b>G</b>	
General Motors Truck Co. ....	41
<b>I</b>	
Ideen Co., Wm. A. ....	113
International Harvester Co. ....	4
<b>J</b>	
Judson Freight Forwarding Co. ....	3
<b>K</b>	
Kelly-Springfield Tire Co. ....	39
Kingsley, Geo. S. ....	114
<b>L</b>	
Louisville Bedding Co. ....	Third Cover
<b>M</b>	
Mathews Conveyor Co. ....	5
Moore & Dunford, Inc. ....	46
Multistamp Co. ....	45
<b>N</b>	
National State & Local Tuberculosis Ass'n. ....	45
National Terminals Corp. ....	Second Cover
Neal Handy Saw Co. ....	114
<b>P</b>	
Peelle Co. ....	120
<b>R</b>	
Reach Textile Co., A. L. ....	113
Republic Motor Truck Co. ....	Back Cover
<b>S</b>	
Self-Lifting Piano Truck Co. ....	116
Selle & Co., H. W. ....	114
Service Steel Products Co. ....	114
<b>T</b>	
Traffic World ....	117
Trans-Continental Freight Co. ....	1
<b>U</b>	
United States Rubber Co. ....	119
United Vacuum Appliance Co. ....	113
<b>V</b>	
Vulcan Rail & Construction Co. ....	114
<b>W</b>	
Walker Vehicle Co. ....	118
Warford Corp. ....	2
White Tar Co. ....	113

(For Shippers Index Advertisers, see page 117, 118 and 119)

# SHIPPERS INDEX

(For Index to General Advertisers, see page 116)

The Advertisers' Index is published as a convenience, and not as a part of the advertising contract. Every care will be taken to index correctly. No allowance will be made for errors or failure to insert.

**A**  
A B C Storage & Moving Co. .... 106  
Aberdeen Storage Co. .... 103  
Ala. Motor Transfer Co. .... 48  
Albany Terminal & Security  
Whse. Co., Inc. .... 81  
American Brokerage & Whse. Co. 90  
American Household Storage Co. 83  
American Warehouse Co. (Texas) 106  
American Warehouse & Storage  
Co. .... 104  
Amick Transfer & Stge. Co. .... 52  
Anchor Warehouse Co. .... 81  
Arlington Storage Whse. .... 68  
Arrow Fireproof Storage & Mov-  
ing Co. .... 77  
Auburn Draying Co. .... 81  
Audubon Fireproof Storage Ware-  
house .... 85

**B**  
B. R. & P. Warehouse, Inc. .... 88  
Baer Fireproof Whse. Co. .... 56  
Baggage & Omnibus Trans. Co. 97  
Baier Transfer Co. .... 71  
Bailey, Guy P. .... 67  
Ballard Fpf. Stge. & Trans. Co. 76  
Baltimore Storage & Moving Co. 68  
Bartlett Storage Warehouse .... 61  
Becraft Transfer & Storage Co. 62  
Bekins Fireproof Storage (Ore.) 97  
Bekins Fireproof Storage Wash. 108  
Bekins Household Shipping Co. 58  
Bekins Omaha Van & Storage Co. 78  
Bekins Van & Stge. (Calif.) 49, 51  
Bell Storage Whse. Corp. .... 107  
Belmar Moving & Storage Co. .... 100  
Bertz & Co., S. S. .... 98  
Bill Bros. Co. .... 54  
Bimberg Sons, Joseph. .... 83  
Binyon-O'Keefe Fireproof Stge.  
Co. .... 106  
Blackham Stge. & Trucking Co.,  
Inc. .... 84  
Blakeslee Co., Ralph N. .... 54  
Blanchard Storage Co., Inc. .... 88  
Blanc's Trans. & Stge. Co. .... 100  
Blue Line Storage Co. .... 64  
Bond Fpf. Stge. Co., E. M. .... 104  
Borley Storage & Transfer Co. .... 78  
Boulton's Storage .... 111  
Bowker, Inc., Geo. A. .... 70  
Bowler Storage & Sales Co. .... 71  
Bowman, Charles E. .... 81  
Boyd Transfer & Storage Co. .... 75  
Brady & Son Co., P. .... 85  
Bridgeport Storage Whse. Co. .... 53  
Broadway Storage Co. (R. I.) .... 102  
Broadway Storage Whse. (New  
York) .... 84  
Brockton Fireproof Stge. Co. .... 70  
Brokers Office Warehouse Co. .... 65  
Brunton Transfer & Storage Co. 56  
Buffalo Storage & Carting Co. .... 83

**C**  
Cadillac Storage Co. .... 71  
Cady Moving & Storage Co. .... 102  
Cage Co., D. S. .... 106  
Cairo Storage & Forwarding Co. 56  
California Fireproof Stge. Co. 49  
California Truck Co. .... 50  
Cameron Transfer & Storage Co. 75  
Campbell Stores .... 85  
Campbells Warehouse .... 80  
Careys Transfer & Storage Co. 76  
Carnahan Trans. & Stge. Co.  
(Pa.) .... 98  
Carolina Stge. & Dist. Co. .... 90  
Carolina Transfer & Stge. Co. .... 90  
Carpenter Storage, Inc. .... 90  
Cater Transfer & Stge. Co. .... 109  
Cathcart Van & Stge. Co. .... 55  
Cedar Rapids Transfer & Stge.  
Co. .... 62  
Central Storage & Forwarding  
Co. .... 56  
Central Warehouse Co. (Balti-  
more) .... 67  
Central Warehouse Co. (Saginaw) 74

Central Warehouse Co. (St. Paul) 76  
Charleston Whse. & Fwdg. Co. .... 103  
Charlie's Transfer Co. .... 48  
Chattanooga Trans. & Stge. Co. 103  
Chattanooga Warehouse & Cold  
Storage Co. .... 103  
Chelsea Fpf. Stge. Whses., Inc. 85  
Cincinnati Terminal Whse. Co. 91  
Cincinnati Tobacco Whse. Co. .... 91  
Citizens Transfer & Storage Co. 95  
City Transfer & Storage Co. .... 49  
City Transfer Co. .... 111  
City View Apt. & Storage Co. .... 90  
Clancy Carting Co., J. C. .... 88  
Cleveland Storage Co. .... 92  
Coburn Stge. & Whse. Co., Henry 61  
Cold Spring Storage Co., Inc. .... 83  
Columbian Stge. & Transfer Co. 73  
Columbian Warehouse Co. .... 101  
Colyear Van & Stge. Co. .... 50  
Commercial Truck & Storage Co. 110  
Commonwealth Ice & Cold Storage 68  
Consolidated Trucking & Stge. Co. 84  
Continental Warehouse Co. .... 57  
Cotter Warehouse Co. (Akron),  
90 & 91  
Cotter Warehouse Co. (Columbus) 94  
Cotter Warehouse Co. (Mansfield) 95  
Cotter Warehouse Co. (Toledo) .... 95  
Crabtree Transfer & Stge. Co. .... 103  
Crandall Transfer and Warehouse  
Co. .... 60  
Cross, Wilbur H. .... 98  
Cummings Storage Co. .... 91  
Cuneo Storage Co. .... 85  
Curtis Bros. Transfer Co. .... 92

**D**  
D. & D. Transfer & Stge. Co. .... 62  
Daggett Transfer & Stge. Co. .... 64  
Dallas Transfer Co. .... 105  
Daniels Storage Co., R. L. .... 106  
Danville Transfer & Storage Co. 60  
Day & Meyer-Murray & Young. .... 86  
Delcher Bros. Storage Co. .... 55  
Depenthal Truck & Storage Co. 95  
Detroit Storage Co. .... 72  
Dewey & Co., George E. .... 53  
Dietrich, Jacob .... 79  
Diets Storage Warehouse .... 89  
Doe, Delor .... 88  
Dorchester Fireproof Stge. Whse. 68  
Drew Cartage & Stge. Co., H. L. 95  
Duluth Van & Stge. Co. .... 68  
Dunn Co., D. W. .... 68  
Duquesne Warehouse Co. .... 101  
Dye Fireproof Warehouse, Inc.,  
Fred F. .... 83

**E**  
Eldridge Exp. & Stor. Whse. Co. 79  
Elgin Storage & Tr. Co. .... 60  
Elmira Storage & Sales Co. .... 83  
Elston Packing & Storage Co. .... 74  
Empire Storage Co. .... 57  
Erie Storage & Carting Co. .... 97  
Erie Warehouse Co. .... 97  
Ewert & Richter Exp. & Stge. Co. 63  
Ewing Transfer Co. .... 64  
Eyles Storage and Dist. Co. .... 108

**F**  
Fales Warehouse .... 109  
Federal Fireproof Storage Co. .... 57  
Ferris Warehouse & Storage Co. 55  
Fidelity Storage & Transfer Co. 6  
Fidelity Storage & Van Co. .... 78  
Fidelity Storage Co. (Baltimore) 67  
Fidelity Stge. & Whse. Co. .... 98  
Fireproof Stge. & Transfer Co. 74  
Fireproof Whse. & Storage Co. 94  
Flint Fireproof Storage Co. .... 73  
Ford Transfer & Storage Co. .... 63  
Forest Hills Fireproof Storage. .... 84  
Forest Hills Storage & Warehouse 69  
Fort Erie Warehouses & Docks. .... 98  
Fort Wayne Storage Co. .... 61  
Franklin Fireproof Warehouses. 82  
Furniture Mfrs. Whse. Co. .... 74

(Continued on page 118)

This Man Sees  
A Nation-Wide  
Business



This Man  
Sees Only His Own Town

## Which Are You?

To be content with local business—or just what falls into your lap—is a slow process for piling up a bank balance.

Thousands of manufacturers of nationally distributed products would like to know just what facilities you have for storing and handling.

This is all nice, clean, new package business—that stores compactly and comes and goes in a steady flow that means turnover for you.

Let us give you figures on the low cost of going after this business.

Your request will not obligate you in any way.



Published by the

### Traffic Service Corporation

Chicago, Ill.  
418-430 S. Market St.

Washington, D. C.  
Colorado Building

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING



## Don't Spend— INVEST!

Don't spend more money for trucks. Do as others are doing so profitably—invest in trucks.

Hundreds of well known concerns have discovered the wisdom of investing in delivery equipment that will increase profits and improve service. Replacement with Walker Electric Trucks on city routes converts expensive delivery into profitable delivery.

You probably can invest profitably in Walker Electric Trucks for city route trucking and deliveries. Write us and find out.

*Before you buy more trucks investigate the Walker—leading Electric. Ask the users in your own field.*

**WALKER VEHICLE COMPANY, Chicago**  
Leading Manufacturer of Electric Street Trucks

NEW YORK    BOSTON    PHILADELPHIA    BUFFALO  
ST. LOUIS    BIRMINGHAM

Distributors in Other Principal Cities

Load Capacities:  $\frac{1}{2}$ — $\frac{3}{4}$ —1—2— $3\frac{1}{2}$ —5 tons

## WALKER ELECTRIC TRUCKS

LOWEST TRUCKING COST ON CITY ROUTES

## SHIPPERS INDEX—Continued

(Continued from page 117)

<b>G</b>		Kneeland, Bill .....	70
Galt-Block Warehouse Co. ....	67	Knickerbocker Stge. Co. (Cleveland) .....	92
Gardner Storage Co., Inc., B. B. .	54	Knickerbocker Stge. Whse. Co. .	80
General Fireproof Storage Co. .	95	Knickerbocker Warehouse & Stge. Co. (Akron) .....	91
General Warehousing Co. (Mo.) .	78	Knoxville Fireproof Storage Co. .	103
Gibbs Express Co. ....	69	Kriegs Exp. & Stge. Co. ....	54
Gilbert Storage Co., Inc. ....	86	Kroeger, Joseph J. ....	79
Glasgow Storage & Cartage Co. .	111		
Gleason Bros. ....	70	<b>L</b>	
Glenn & Sons, O. J. ....	83	Lakeshore Moving & Storage Co. .	92
Godley's Stge. Warehouses. ....	99	Lancaster Storage Co. ....	98
Goodman Whse. Corp. ....	79	Landwehr Transfer & Storage. .	76
Gordon Fireproof Whse. & Van Co. .	78	Langan, B. A. ....	77
Gottry Carting Co., Sam. ....	88	Lansing Storage Co. ....	74
Grand Rapids Stge. & Van Co. .	74	Lasham Co., Edw. ....	58
Great Central Warehouse Co. .	11	Lawrence Warehouse Co. (Oakland) .....	51
Great Eastern Stge. Tr. & Wrecking Corp. ....	89	Lawrence Warehouse Co. (San Francisco) .....	51
Greenfield Storage Co. ....	70	Lazarus Co., F. G., 20th Century Stge. ....	97
Gregg Cartage Co. ....	93	Lederer Terminal Warehouse Co .	93
Griffin, The Transfer Man. ....	96	Lee & Sons Co., H. C. ....	95
Griswold & Walker, Inc. ....	57	Lee Bros., Inc. ....	86
Gulford Warehouse Co. ....	67	Lehigh Warehouse & Trans. Co., Inc. ....	80
<b>H</b>		Leonard Ware, Inc. (N. Y.) .	83
Hamilton Terminal Whses., Ltd. .	111	Lincoln Fireproof Warehouse Co. .	110
Hamman Bros. ....	60	Lincoln Storage Co. (Cleveland) .	93
Hansen Storage Co. ....	110	Lincoln Stge. Co. (Dayton) .	94
Harders Fireproof Stge. & Van Co. ....	57	Lincoln Storage Warehouses. .	79
Harrison's Stge. Ware., Inc. ....	82	Long Island Stge. Warehouses. .	82
Harris Transfer & Warehouse Co. .	48	Los Angeles Whse. Co. ....	50
Harrisburg Storage Co. ....	48	Louisville Public Warehouse Co. .	66
Hart Transfer & Stge. Co. (Minn.) .....	75	Lyon Fireproof Storage Co. ....	50
Hart Transfer & Stge. Co. (Wis.) .....	110		
Hartford Despatch & Warehouse Co. ....	54	<b>M</b>	
Haslett Warehouse Co. ....	51	McCann's Stor. Whse. Co. ....	90
Hasley Bros. ....	101	McClelland Tr. & Stge. Co., A. J. ....	56
Haugh & Keenan Stge. & Tr. Co. .	101	McDougall Terminal Whse. Co. .	74
Hayes Transfer & Storage Co. ....	60	McGinnis Co., James. ....	98
Headley's Express & Storage Co. .	97	McLane & Taylor. ....	79
Hebard Storage Warehouses. ....	58	McLaughlin Warehouse Co. ....	67
Herbert & Son Co., Wm. ....	95	McNally Bros., Inc. ....	86
Hess-Strickland Trans. & Stge. Co. ....	48	Machinery Warehouse Co. ....	58
Hildebrand Bros. ....	99	Malers Transfer & Storage Co. .	76
Hodges Fireproof Warehouse, Jos. .	66	Manufacturers Warehouse Co. .	103
Hollingsworth Warehouses. ....	55	Mathews Storage Warehouse. .	110
Hollywood Storage Co. (Hollywood) .....	49	Memphis Terminal Corp. ....	104
Hollywood Storage Co. (Los Angeles) .....	50	Mercantile Stge. & Whse. Co. .	78
Holman, Geo. B. ....	79	Mercer Transfer & Stge. Co. ....	62
Horn's Commercial Warehouses. .	71	Merchandise Storage Co. ....	94
Hubert Transfer & Storage Co. .	101	Merchants Delivery. ....	66
Hummel Warehouse Co. ....	97	Merchants Stge. & Tr. Co. (Colo.) .....	52
Hunter Transfer Co. (Arkansas) .	48	Merchants Transfer & Stge. Co. (Ill.) .....	61
Hunter Transfer Co. (Texas) .	107	Merchants Transfer & Stge. Co. (Iowa) .....	63
<b>I</b>		Merchants Transfer & Stge. Co. (Kansas) .....	64
Independent Warehouse Co., Inc. .	66	Merchants Transfer Co. (Ohio) .	95
Indiana Terminal Whse. Co. ....	82	Merchants Transfer Co. (Texas) .	107
Indianapolis Warehouse Co., Inc. .	62	Merchants Warehouse Co. ....	72
International Whse. Co. (El Paso) .	106	Meridith Storage Co. ....	80
Inter-State Transfer & Storage Co. ....	65	Metropolitan Moving Co. ....	72
Iowa Warehouse Co. ....	84	Metropolitan Fireproof Whse. Corp. (N. Y.) .....	87
Ivory, Inc., John. ....	72	Metropolitan Storage Whse. Co. (Mass.) .....	70
<b>J</b>		Michigan Terminal Whse. Co. ....	72
Jamaica Stge. Warehouse. ....	84	Midland Whse. & Transfer Co. .	58
Jefferson Safety Stge. Whse. Co. .	81	Miller-Collison Stge. & Transfer Co. ....	110
Jennings-Cornwall Whse. Co. ....	107	Miller North Broad Storage Co. .	99
Jennings-Nibley Warehouse Co. .	50	Milward, W. R. ....	65
Jobbers Warehousing Co. ....	55	Mindermann, Inc., H. J. F. .	86
Johnson Stge. & Moving Co. ....	52	Minneapolis Trans. & Whse. Co. .	75
Johnson Transfer Co. ....	56	Model Stge. Warehouses. ....	80
Jones-Clark Trucking & Storage Co. ....	89	Moeller Transfer & Storage Co. .	48
<b>K</b>		Monarch Storage & Warehouse Co. .	83
Kaufman Fireproof Stge. Warehouses. ....	67	Monroe Warehouse Co., Inc. ....	88
Kedney Warehouse Co. (Minn.) .	75	Montgomery & Co. ....	98
Kedney Warehouse Co. (N. Dak.) .	90	Monumental Stge. & Carpet Cleaning Co. ....	67
Kedney Warehouse Co. (St. Paul) .	77	Morgan & Brother. ....	87
Kennicott-Patterson Trans. Co. .	52	Mott Haven Storage Warehouse Co. ....	88
Keystone Storage Co. ....	98	Muegge-Jenull Whse. Co. ....	107
Keystone Warehouse. ....	98	Murdoch Storage & Transfer Co. .	101
Kinderman & Son, Julius. ....	86	Murphy Transfer & Stge. Co. ....	75
King Storage Warehouse, Inc. ....	89	Muskogee Transfer & Stge. Co. .	96
		Mutual Transportation Co., Inc. .	99

(Continued on page 119)

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING



## SHIPPERS INDEX—Continued

(Continued from opposite page)

<b>N</b>	
National Terminals Corp., Second Cover	89
National Whse. & Dist. Co.	106
Neal Fireproof Storage Co.	93
New Jersey Warehouse Co., Inc.	80
Nineteenth St. Storage Warehouse	82
Ninth St. Terminal Whse. Co.	93
Norfolk Tr. & Stge. Co.	78
Norfolk Warehouse Corp.	108
North Philadelphia Stge. Co.	99
Northeastern Stge. & Dist. Co.	71
Northern Ave. Stores & Dock Corp.	69
Northwestern Transfer Co.	97
<b>O</b>	
O'Brien's Fireproof Stge. Whse., Inc.	84
Ohio Warehouse Co.	94
O. K. Transfer & Stor. Co. (Ark.)	48
O. K. Trans. & Stor. Co. (Okla. City)	96
O'Neil Bros. Transfer Stge. Co.	60
Ontario Warehouse Co.	58
Orange Storage Warehouse	79
Oregon Auto Dispatch	97
Oregon Transfer Co.	97
Orlando Bonded Warehouse, Inc.	55
Oshkosh Storage Co.	110
<b>P</b>	
P. F. D. Warehouse Corp.	87
Pacific Storage & Tr. Co., Inc.	110
Pacific Storage & Warehouse Co.	78
Pagels, Fred	91
Panhandle Storage Warehouse	91
Park Storage Whse. Co.	79
Passale Transportation Co.	80
Patterson Transfer & Storage Co.	104
Peasley Transfer & Storage Co.	55
Pennsylvania Terminal Ware. Co.	78
Petry Express & Storage Co.	81
Pettit's Storage Warehouse Co.	61
Philadelphia Local Express	99
Pikes Peak Warehousing Co.	52
Pioneer Truck & Transfer Co.	49
Pittsburgh Distributing Co.	101
Pittsburgh Transfer & Storage Co.	65
People Transfer & Storage Co.	53
Port of Seattle	109
Post, R. F.	102
Poston Storage Warehouses, Inc.	193
Prudential Stge. & Moving Co. (Los Angeles)	51
Prudential Stge. & Moving Co. (San Diego)	51
<b>Q</b>	
Quackenbush Warehouse Co.	102
Queen City Warehouse Corp.	83
Quincy Mkt. Cold Storage & Warehouse Co.	69
<b>R</b>	
Railroad Warehouse, Inc.	72
Railway Terminal & Whse. Co.	58
Rathbun Cartage Co.	96
Rathbun Van & Stge. Co.	64
Red Line Transfer & Stge. Co.	63
Rice Storage Corp., A. C.	84
Richards Storage Co.	74
Richards Trucking & Whse. Co.	51
Richmond Storage Warehouses	87
Ricks Storage & Distributing Co.	77
Riverside Storage & Cartage Co.	73
Riverside Truck & Storage Co.	71
Rochester Storage Warehouses	89
Rockford Storage Warehouses	60
Rose Warehouse Co.	104
Rosenthal Fireproof Stge. Co.	64
Rucker Bonded Whse. Corp.	90
<b>S</b>	
St. Paul Terminal Warehouse Co.	77
Safety Storage Co.	80
Safety Trans. & Stge. Co., Inc.	66
Sage, Trans. & Stge. Co., Inc.	53
San Francisco Whse. Co.	52
Santini & Sons, A.	87
Savannah Bonded Whse. & Tr. Co.	55
Schantz Co., Joseph A.	89
School St. Stge. & Whse. Co.	71
Seabey Fireproof Stge. Co.	107
Scott Bros. Fireproof Stor. Co.	94
Security Storage & Trust Co.	58
Security Storage & Van Co.	75
Security Storage Warehouse	80
Security Van & Storage Co.	52
Security Whse. Co. (Minneapolis)	75
Seneca Warehouse Co., Inc.	89
Shanahan Transfer & Stge. Co.	101
Sheldon Transfer & Storage Co.	70
Skellet Co.	76
Smith Dray Line	102
Smith Transfer & Storage Co.	54
Soo Terminal Warehouse Co.	59
Southco, John B.	81
Southern Bonded Warehouse	108
Southern Ice & Utilities Co.	105
South Jersey Warehouse Co.	99
Southside Shipping & Storage Warehouse	59
Southside Storage & Van Co.	61
Southwestern Transfer & Stge. Co.	65
Standard Storage Co.	69
Standard Warehouse Co.	66
Stockton Transfer Co., Jos.	59
Strahon Transfer & Stge. Co.	103
Strang Warehouses, Wm. H.	82
Strang's, Charley	82
Student's Transfer & Storage Co.	49
Sullins, C. C.	103
Sunlight Storage Warehouse Co.	83
Sunrise Storage Co., Inc.	88
System Delivery Co., Inc.	109
<b>T</b>	
Tabb Storage Warehouse & Freight Tr. Line	66
Taylor, O. Edwards	109
Terminal Building Corp.	105
Terminal Whse. Co. (Pa.)	100
Terminal Warehouse Co. (R. I.)	102
Terminal Whse. Co. (Neb.)	79
Terminal Wharf & R. R. Whse. Co.	70
Thompson Transfer & Stge. Co.	78
Tiffany Fireproof Storage Whse.	88
Toledo Merchants' Delivery & Stge. Co.	96
Toledo Storage Co.	96
Tonnes Transfer & Storage Co.	77
Tooker Stge. & Fwdg. Co. (Ill.)	60
Tooker Stge. & Fwdg. Co. (N.Y.)	85
Topeka Transfer & Stge. Co.	65
Tripp Warehouse Co.	62
Troth's Model Warehouses	100
Tucson Warehouse & Transfer Co.	48
Tulsa Storage & Transfer Co.	96
Twentieth Century Stge. Whse. Co.	100
Tyler Warehouse & Storage Co.	107
<b>U</b>	
Union Fireproof Warehouse Co.	110
Union Storage Co. (Dayton)	94
Union Storage Co. of Erie	97
Union Ter. Whse. Co. (Fla.)	55
Union Terminal Whse. Co. (Cal.)	51
Union Trans. & Stge. Co. (Ky.)	65
Union Trans. & Stge. Co. (Tex.)	106
Union Transfer Co.	90
United Fireproof Warehouse Co.	110
United States Storage Co.	54
United Warehouse Co. (Seattle)	109
United Warehouse Co. (Wichita)	65
United Warehouse Co. (Kansas City)	77
<b>V</b>	
Valley Van & Storage Co., Inc.	49
Victoria Compress & Whse. Co.	107
Virginia Bonded Whse. Corp.	108
<b>W</b>	
Wagner & Son	56
Wagner Ppt. Stge. & Truck Co.	95
Walker Transfer & Stge. Co.	48
Wallace Trans. & Forwarding Co.	91
Ward & Bros., Hugh F.	88
Ware Trans. & Stge. Co.	64
Warner Warehouse Co.	82
Warrant Warehouse Co.	48
Waterbury Storage Co.	54
Watson, Thomas P.	79
Welcker Transfer & Storage Co.	53
West End Storage Co.	61
Western Warehousing Co.	59
Westhimer Warehouse Co.	107
Wiley & Nichols Co.	106
Wilkes-Barre Warehousing Co.	102
Williamsport Stge. Co.	102
Wilmington Trans. & Moving Co.	94
Winklers & Sons, John	84
Withers Transfer & Storage Co.	55
Wolverine Storage Co.	73
<b>Y</b>	
Young, William	88
<b>Z</b>	
Ziegler-Schafer Co.	91

(For Index to General Advertisers, see page 116)

## Now Available to Heavy Duty Trucks

Hollow Center Cushioning now perfected  
for largest size Truck Tires by the  
U. S. Rubber Company

THE day of the Hollow Center Cushion Tire for Heavy Trucks is now definitely here.

This is the achievement of the technicians of the United States Rubber Company.

The new U. S. Heavy Duty Cushion Tire is the ideal heavy tire that truck owners, truck builders, and truck tire engineers have so long looked forward to.

To heavy trucks it brings the same advantages that Hollow Center Cushioning has given lighter trucks for several years.

The cross-section shown at the bottom illustrates the radical new principle which gives maximum cushioning, maximum carrying capacity and lowest cost per mile.

The tire is made in two sections—when applied to the wheel, the hollowed-out portions of each section meeting to form the pressure-sealed hollow center.

This allows a free internal displacement of the tread under load, a tread movement that is not restricted by road-contact friction or external forces.

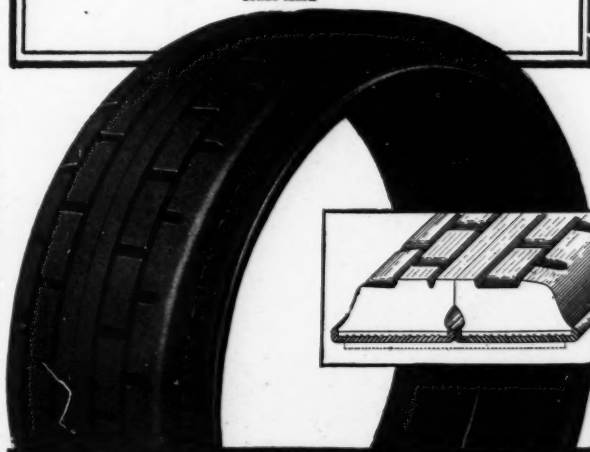
Each section is a complete tire in itself, but when applied to the wheel the two together assume the characteristics of a single tire.

Made to fit all S. A. E. standard solid tire truck wheels. Sizes 8 to 16 inches, inclusive.

Leading truck manufacturers are now in a position to honor specifications for U. S. Heavy Duty Cushion Tires.

United States  Rubber Company

Trade Mark



United States Truck Tires are Good Tires

WHEN WRITING ADVERTISERS MENTION DISTRIBUTION & WAREHOUSING

QUALITY  
SEEKS  
COMPANY

James McCreery & Co.

THE BROOKLYN  
DAILY EAGLE

Globe-Wernicke  
OFFICE FURNITURE

SEARS, ROEBUCK AND CO.  
PEELLE DOORS

Hall's  
Candies

ANDSONIA means CLOCKS

CARL FISCHER INC., NEW YORK  
COPPER SQUARE  
MUSIC

Peelle Kalamein  
Panelled Counter-  
balanced Door

THE trade mark symbolizes achievement—it guarantees the quality of the product. Manufacturers, with whom quality is the first consideration, seek also for quality in products needed for their own requirements. It is quite natural that Peelle Doors should be installed in the buildings of the concerns represented by these trade marks.

Peelle Freight Elevator Doors are counterbalanced and vertical in operation. Exactness in design eliminates friction, allows smooth and easy operation. Many other features are described in the new Peelle catalog. It will be gladly sent upon request.

THE PEELE COMPANY, Brooklyn, N. Y.  
Boston • Chicago • Cleveland • Philadelphia and 12 other cities

**PEELLE**  
COUNTERBALANCED - TRUCKABLE  
**Freight  
ELEVATOR DOORS**

---

# Use PIONEER FURNITURE PADS

---

Big volume production, modern, labor-saving machinery and many years of experience in the business make possible the remarkably low prices of these standard pads. Covered with extra heavy, strong khaki drill— $3\frac{3}{4}$  yards to a pound.

**SPECIAL  
INTRODUCTORY  
PRICES!**

*Increase Your Business  
with*

**PIONEER FURNITURE PADS**

Pioneer Furniture Pads are known from coast to coast for their thorough protection and exceptional wear-resistance. Nothing has ever been done to impair their high quality—*everything has been done to im-*

*prove it whenever possible.* Pioneers are now made in the exclusive wave-stitch design for even greater endurance and economy. Pioneer users are the best advertisers we have.

LOUISVILLE BEDDING CO., Incorporated  
LOUISVILLE, KENTUCKY

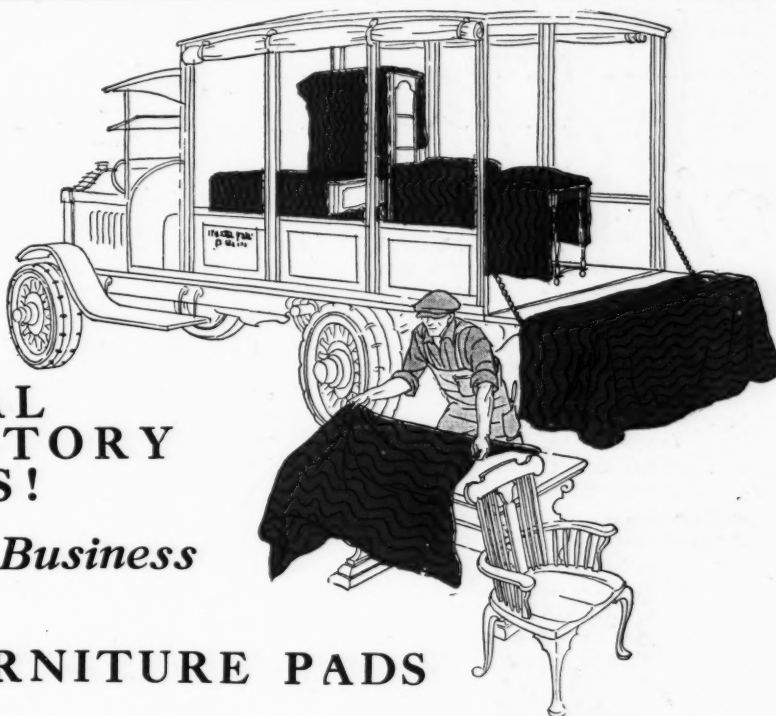
**Buy Now at Special  
Low Prices**

Pioneer Pads are made in the following sizes, your name neatly stenciled on each pad when requested on orders of twelve or more:

36"x68", about 45 lbs., per doz. \$16.50  
52"x68", about 75 lbs., per doz. 24.50  
68"x80", about 100 lbs., per doz. 32.00

The 68"x80" size is the most practical for miscellaneous use, but you should have a few small sizes.

Write for prices on Pioneer Music Cabinet Pads and special Pioneer Pads for tables and beds.



---

## SAVE TIME, MONEY, LABOR AND CUSTOMERS

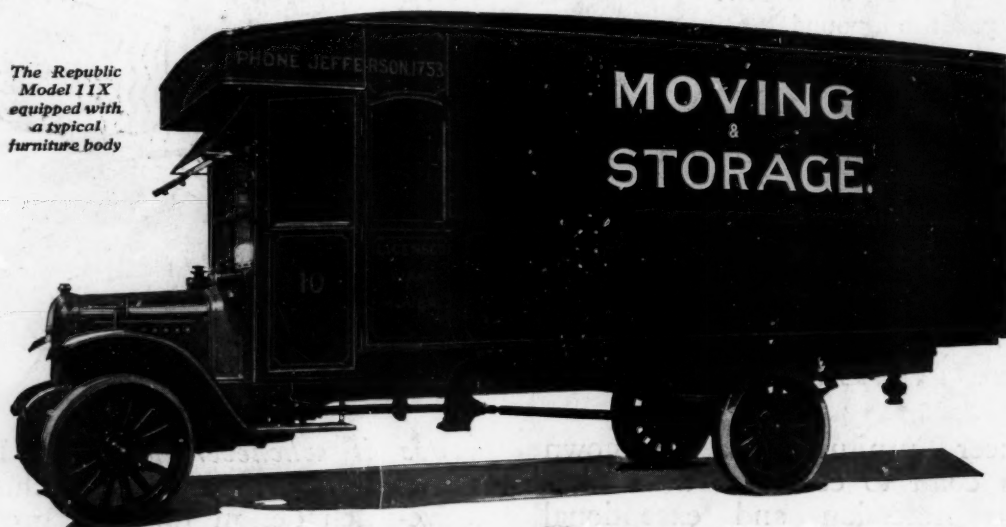
---





# *The Truck Fleet of the Moving Business*

*The Republic  
Model 11X  
equipped with  
a typical  
furniture body*



**T**HE popularity which Republic Trucks have gained in the moving and transfer field has been earned by steady, economical and profitable service under every variety of operating conditions.

As more and more operators base their purchases on known performance of the highest standard, it becomes more and more certain that Republic Trucks form the big truck fleet of the moving business, serving as the basis of comparison for economy, dependability and long life.

REPUBLIC MOTOR TRUCK CO., Inc., Alma, Michigan  
More Trucks in Use than any other Exclusive Truck Builder

# **REPUBLIC**

## *Yellow Chassis Trucks*

